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Association

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The Bureau of Economic and
Behavioral Research

The 1990 Survey of Dental Practice

General Characteristics of Dentists

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HIGHLIGHTS

* Approximately eighteen percent of all private practitioners are under the age of thirty-five; roughly half (52.8%) are under the age of forty-five, and 6.5% are 65 years of age or older.

* Over two-thirds (69.2%) of current practitioners graduated from dental school since 1965; 43.0% graduated from dental school since 1975, and 8.3% have graduated since 1984.

* Over two-thirds of dentists in private practice (68.0%) are solo practitioners. The remainder practice with at least one other dentist.

* The mean age of all private practitioners is 45.5 years; for independent (owner) dentists, the mean age is 46.0 years.

* All private practitioners worked an average of 37.5 hours per week and 47.7 weeks per year in their primary practice.

* Over half (53.1%) of nonowner dentists graduated from dental school since 1984. Just under three-quarters (74.3%) graduated in 1980 or later.

* All private practitioners reported spending an average of almost thirty percent of their time in operative procedures. General practitioners averaged thirty-five percent; specialists averaged six percent.

INTRODUCTION

This report provides descriptive statistics from the 1990 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1989. Population distributions summarized include: size of practice, age of the dentist, U.S. census region of practice, and graduation year. Statistics pertaining to the size of the dental practice, hours spent in the practice on a weekly and yearly basis, and the distribution of time in practice are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating in 1985 or later. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for three of the five categories. There were too few specialists in the categories of employed dentists and dentists graduating in 1985 or later to allow for reliable statistical analysis.

ALL DENTISTS

Of all private practitioners, 17.8% are under the age of thirty-five. Half (52.8%) of the dentists are under the age of forty-five, and only 13.2% are sixty years of age or older.

Of the nine U.S. census regions, the higher concentrations of private practitioners occur in the East North Central (18.2%), Middle Atlantic (16.8%) and Pacific regions (16.1%), while the lowest concentrations occur in the East South Central (5.8%) and Mountain regions (6.2%).

Seventy percent (69.2%) of private practitioners have graduated from dental school since 1965. One quarter (25.5%) of private practitioners in 1989 had graduated in the 1981 or later.

The most typical size of private practice is the solo practice; 68.0% of private practitioners worked alone in 1989. Only 12.5% worked with two or more other dentists.

The mean age of all private practitioners is 45.5 years. For male practitioners, who comprise 94.2% of all private practitioners[1], the mean age is 45.9 years; while for female practitioners, representing only 5.8% of all practitioners, the mean age is 36.6 years.

Private practitioners spend an average of 37.5 hours per week in the practice, 33.4 of which are spent treating patients. The average number of weeks worked per year is 47.7. On an annual basis, 1800.0 hours are spent in the practice, while 1599.2 hours are spent treating patients (about 88.8% of the total time in practice).

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[1] 1987 Distribution of Dentists, American Dental Association.

DENTIST AGE AND REGION DISTRIBUTION

AGE GROUP	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	3.9	86	0.8	4	3.3	91
30 TO 34 YEARS	15.3	343	10.9	56	14.5	400
35 TO 39 YEARS	19.0	426	15.8	82	18.4	508
40 TO 44 YEARS	15.9	356	19.9	103	16.6	459
45 TO 49 YEARS	13.0	290	16.7	86	13.7	377
50 TO 54 YEARS	9.5	212	14.2	73	10.4	286
55 TO 59 YEARS	9.7	217	11.0	57	9.9	274
60 TO 64 YEARS	6.9	155	5.8	30	6.7	185
65 YEARS OR OLDER	6.9	155	4.8	25	6.5	179
REGION						
NEW ENGLAND	7.5	168	8.3	43	7.6	211
MIDDLE ATLANTIC	16.5	370	18.3	94	16.8	464
EAST NORTH CENTRAL	19.3	432	13.4	69	18.2	501
WEST NORTH CENTRAL	6.9	155	5.8	30	6.7	185
SOUTH ATLANTIC	14.6	326	16.5	85	14.9	412
EAST SOUTH CENTRAL	5.7	128	6.0	31	5.8	160
WEST SOUTH CENTRAL	7.9	176	6.9	35	7.7	212
MOUNTAIN	6.3	140	5.8	30	6.2	170
PACIFIC	15.4	346	19.1	98	16.1	444

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	30.4	680	32.9	170	30.8	850
1965 TO 1974	24.2	542	34.7	179	26.2	721
1975 TO 1980	17.8	398	16.5	85	17.5	484
1981 to 1984	17.9	401	14.1	73	17.2	473
1985 OR LATER	9.8	220	1.9	10	8.3	229
ALL	100.0	2241	100.0	516	100.0	2757

SIZE OF PRIVATE PRACTICE

NUMBER OF DENTISTS IN THE PRACTICE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE DENTIST	68.7	1546	65.0	338	68.0	1884
TWO DENTISTS	19.4	437	19.6	102	19.5	539
THREE OR MORE DENTISTS	11.8	266	15.4	80	12.5	346
ALL	100.0	2249	100.0	520	100.0	2769

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WEEKS PER YEAR IN DENTAL OFFICE	47.8	5.0	1875	47.0	3.5	866	47.7	4.6	2741
HOURS PER WEEK IN DENTAL OFFICE	37.5	9.6	1875	37.5	7.1	866	37.5	8.9	2741
HOURS PER YEAR IN DENTAL OFFICE	1806.9	517.2	1875	1770.7	376.1	866	1800.0	477.3	2741
HOURS PER WEEK TREATING PATIENTS	33.5	8.4	1875	32.6	6.2	866	33.4	7.8	2741
HOURS PER YEAR TREATING PATIENTS	1613.4	452.4	1875	1537.7	327.6	866	1599.2	418.0	2741

MEAN AGE BY GENDER AND DENTIST TYPE

GENDER	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
MALE	45.8	12.6	1788	46.6	7.6	824	45.9	11.3	2612
FEMALE	35.7	7.4	87	40.3	7.5	42	36.6	7.6	129
ALL	45.3	12.7	1875	46.3	7.6	866	45.5	11.3	2741

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIAGNOSTIC	11.4	8.4	1624	10.6	8.5	782	11.2	8.4	2406
PREVENTIVE	11.8	12.3	1611	4.4	7.9	779	10.3	11.5	2390
OPERATIVE	35.4	18.4	1618	5.5	10.1	777	29.6	20.1	2395
PROSTHODONTIC	18.6	15.0	1613	4.6	13.3	779	15.9	15.5	2392
ENDODONTIC	8.3	7.8	1608	11.0	23.0	780	8.8	14.7	2388
PERIODONTIC	5.6	7.3	1601	10.2	20.3	780	6.5	13.2	2381
ORTHODONTIC	1.4	6.3	1588	34.1	34.0	779	7.9	24.0	2367
ORAL/ MAXILLOFACIAL SURGERY	4.7	6.3	1608	17.4	25.9	777	7.2	16.4	2385
GENERAL SERVICES	3.5	6.3	1588	2.4	4.1	773	3.3	5.7	2361

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
NUMBER OF OPERATORIES	3.7	2.9	1651	5.0	3.0	738	3.9	2.9	2389
SQUARE FEET OF OFFICE SPACE	1489.1	1410.1	1505	2029.2	1291.0	694	1590.4	1389.6	2199

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 14.6% are under the age of thirty-five. Half (50.9%) are under the age of forty-five, and 6.5% are sixty-five years of age or older.

Nearly seventy percent (68.3%) of current independent practitioners graduated from dental school since 1965; 16.2% of owners graduated between 1980 and 1985, 5.6% graduated in 1985 or later.

Among independents, the most typical size of private practice is the solo practice; 73.4% of owner private practitioners worked alone in 1989. Just under ten percent (9.5%) of independent dentists worked in a practice with two or more other dentists.

The mean age of all independent practitioners is 46.0 years. For male practitioners, the mean age is 46.4 years; female practitioners have an average age of 38.0 years.

Independent practitioners spend, on average, 37.9 hours per week in the practice, 33.6 of which are spent treating patients. The average number of weeks worked per year is 47.7. On an annual basis, 1815.7 hours are spent in the practice while 1610.4 hours are spent treating patients.

DENTIST AGE AND REGION DISTRIBUTION

AGE GROUP	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	2.4	50	0.6	3	2.1	53
30 TO 34 YEARS	13.2	271	9.5	46	12.5	317
35 TO 39 YEARS	19.2	395	15.5	76	18.5	470
40 TO 44 YEARS	17.1	352	20.8	101	17.8	453
45 TO 49 YEARS	14.0	288	17.3	85	14.6	373
50 TO 54 YEARS	9.9	204	14.3	70	10.7	274
55 TO 59 YEARS	10.4	214	11.4	56	10.6	269
60 TO 64 YEARS	7.0	144	5.9	29	6.8	173
65 YEARS OR OLDER	6.9	142	4.8	23	6.5	165
REGION						
NEW ENGLAND	7.6	156	8.5	41	7.7	197
MIDDLE ATLANTIC	16.1	332	17.6	86	16.4	418
EAST NORTH CENTRAL	18.6	383	13.4	65	17.6	448
WEST NORTH CENTRAL	7.2	148	6.0	29	6.9	177
SOUTH ATLANTIC	14.5	299	16.5	80	14.9	379
EAST SOUTH CENTRAL	5.8	120	6.4	31	5.9	151
WEST SOUTH CENTRAL	7.9	162	7.0	34	7.7	196
MOUNTAIN	6.6	137	5.9	29	6.5	166
PACIFIC	15.7	323	18.8	92	16.3	415

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	31.3	644	33.3	163	31.7	807
1965 TO 1974	26.1	537	36.0	176	28.0	713
1975 TO 1980	18.9	390	16.7	82	18.5	472
1981 to 1984	17.0	350	12.7	62	16.2	412
1985 OR LATER	6.6	137	1.4	7	5.6	143
ALL	100.0	2059	100.0	489	100.0	2547

SIZE OF PRIVATE PRACTICE

NUMBER OF DENTISTS IN THE PRACTICE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE DENTIST	74.6	1542	68.0	335	73.4	1877
TWO DENTISTS	16.7	344	18.9	93	17.1	437
THREE OR MORE DENTISTS	8.7	180	13.0	64	9.5	244
ALL	100.0	2066	100.0	492	100.0	2558

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WEEKS PER YEAR IN DENTAL OFFICE	47.9	4.7	1722	47.0	3.5	820	47.7	4.4	2542
HOURS PER WEEK IN DENTAL OFFICE	37.9	9.3	1722	37.7	7.1	820	37.9	8.6	2542
HOURS PER YEAR IN DENTAL OFFICE	1824.7	500.2	1722	1777.7	373.6	820	1815.7	463.5	2542
HOURS PER WEEK TREATING PATIENTS	33.8	8.1	1722	32.6	6.2	820	33.6	7.5	2542
HOURS PER YEAR TREATING PATIENTS	1626.9	434.4	1722	1540.9	325.3	820	1610.4	403.8	2542

MEAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
GENDER	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
MALE	46.2	12.3	1661	46.8	7.4	786	46.4	11.0	2447
FEMALE	36.9	8.1	61	41.7	7.9	34	38.0	8.2	95
ALL	45.9	12.3	1722	46.6	7.5	820	46.0	11.0	2542

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIAGNOSTIC	11.3	8.4	1483	10.7	8.5	738	11.2	8.4	2221
PREVENTIVE	11.8	12.3	1471	4.4	7.9	735	10.3	11.4	2206
OPERATIVE	35.6	18.5	1477	5.6	10.2	733	29.6	20.2	2210
PROSTHODONTIC	18.7	14.9	1474	4.8	13.6	735	16.0	15.5	2209
ENDODONTIC	8.1	7.7	1470	10.4	22.4	736	8.6	14.4	2206
PERIODONTIC	5.5	7.3	1462	10.0	20.2	736	6.4	13.2	2198
ORTHODONTIC	1.5	6.5	1452	34.4	34.0	735	8..1	24.3	2187
ORAL/ MAXILLOFACIAL SURGERY	4.6	6.3	1471	17.6	25.9	733	7.2	16.6	2204
GENERAL SERVICES	3.6	6.5	1450	2.5	4.1	729	3.4	5.8	2179

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
NUMBER OF OPERATORIES	3.5	2.3	1519	4.9	3.0	700	3.8	2.6	2219
SQUARE FEET OF OFFICE SPACE	1474.3	1426.6	1406	2017.9	1293.7	665	1578.3	1401.6	2071

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most private practitioners (68.0%) are solo dentists. Of all solo dentists, 13.3% are under the age of thirty-five. Half (49.6%) are under the age of forty-five, and 7.0% are 65 years of age or older.

Over two thirds (67.4%) of all solo practitioners graduated from dental school since 1965, while 20.9% graduated from dental school since 1980.

The mean age of all solo practitioners is 46.4 years. For male practitioners, the mean age is 46.7 years and for female practitioners, it is 38.0 years.

Solo practitioners spend, on average, 37.9 hours per week in the practice, 33.6 of which are spent treating patients. The average number of weeks worked per year is 47.8. On an annual basis, 1820.6 hours are spent in the practice while 1612.7 hours are spent treating patients.

DENTIST AGE AND REGION DISTRIBUTION

AGE GROUP	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	2.3	36	0.5	2	2.0	38
30 TO 34 YEARS	12.0	184	8.5	28	11.3	212
35 TO 39 YEARS	18.9	290	15.5	52	18.3	342
40 TO 44 YEARS	17.2	264	22.0	73	18.0	337
45 TO 49 YEARS	13.8	211	18.9	63	14.7	274
50 TO 54 YEARS	10.4	160	13.3	44	10.9	204
55 TO 59 YEARS	10.9	167	10.3	34	10.8	201
60 TO 64 YEARS	7.0	108	6.8	23	7.0	131
65 YEARS OR OLDER	7.6	116	4.1	14	7.0	130
REGION						
NEW ENGLAND	7.7	118	7.7	26	7.7	143
MIDDLE ATLANTIC	14.8	227	16.2	54	15.0	281
EAST NORTH CENTRAL	18.0	276	10.8	36	16.7	312
WEST NORTH CENTRAL	6.6	101	7.2	24	6.7	125
SOUTH ATLANTIC	15.2	233	16.8	56	15.4	289
EAST SOUTH CENTRAL	5.9	91	7.2	24	6.2	115
WEST SOUTH CENTRAL	8.7	133	7.9	26	8.5	160
MOUNTAIN	7.5	115	5.4	18	7.1	133
PACIFIC	15.8	242	20.7	69	16.7	311

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	32.8	504	31.4	104	32.6	608
1965 TO 1974	25.9	398	38.6	128	28.2	527
1975 TO 1980	18.7	287	16.9	56	18.4	343
1981 to 1984	16.2	248	12.3	41	15.5	289
1985 OR LATER	6.4	98	0.9	3	5.4	101
ALL	100.0	1536	100.0	333	100.0	1869

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WEEKS PER YEAR IN DENTAL OFFICE	47.9	4.9	1285	47.4	3.3	558	47.8	4.5	1843
HOURS PER WEEK IN DENTAL OFFICE	37.9	9.3	1285	37.7	7.0	558	37.9	8.7	1843
HOURS PER YEAR IN DENTAL OFFICE	1826.6	505.6	1285	1793.1	371.1	558	1820.6	469.0	1843
HOURS PER WEEK TREATING PATIENTS	33.8	8.2	1285	32.6	6.4	558	33.6	7.7	1843
HOURS PER YEAR TREATING PATIENTS	1626.3	442.6	1285	1550.2	336.4	558	1612.7	414.3	1843

MEAN AGE BY GENDER AND DENTIST TYPE

GENDER	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
MALE	46.6	12.5	1250	46.8	7.3	538	46.7	11.2	1788
FEMALE	36.9	7.4	35	41.5	8.6	20	38.0	8.0	55
ALL	46.4	12.5	1285	46.6	7.4	558	46.4	11.2	1843

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIAGNOSTIC	11.4	8.5	1092	10.5	8.4	506	11.2	8.4	1598
PREVENTIVE	13.1	12.6	1085	4.5	8.0	504	11.5	11.8	1589
OPERATIVE	35.5	18.3	1087	5.1	9.5	504	29.8	20.0	1591
PROSTHODONTIC	17.9	14.4	1084	5.1	14.1	505	15.4	15.2	1589
ENDODONTIC	7.8	7.0	1082	8.7	20.7	505	7.9	13.0	1587
PERIODONTIC	5.7	7.6	1075	9.8	19.7	505	6.4	12.9	1580
ORTHODONTIC	1.4	6.2	1069	38.2	34.8	505	8.4	25.0	1574
ORAL/ MAXILLOFACIAL SURGERY	4.5	6.2	1085	15.9	25.1	504	6.7	15.7	1589
GENERAL SERVICES	3.7	7.0	1065	2.4	4.1	499	3.4	6.3	1564

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
NUMBER OF OPERATORIES	2.9	1.3	1124	3.7	1.4	475	3.0	1.4	1599
SQUARE FEET OF OFFICE SPACE	1295.4	1192.0	1047	1596.6	770.4	455	1349.2	1087.8	1502

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Note: There were too few employed specialists responding to the 1990 survey to allow for reliable statistical analysis. Statistics are provided for employed general practitioners only.

Of all employed general practitioners, 62.8% are under the age of thirty-five, while two thirds (74.3%) are under the age of forty. Fourteen percent (14.1%) of employed dentists are sixty years of age or older.

Three quarters (74.3%) of all employed general practitioners have graduated from dental school since 1980. Nearly one quarter (21.8%) of employed general practitioners graduated before 1965.

Of all employed general practitioners, half (52.8%) work in a practice with only one other dentist; the remaining work in larger dental offices.

The mean age of all employed general practitioners is 38.3 years. For male employed general practitioners, the mean age is 39.5 years; for female employed general practitioners practitioners, it is 32.8 years.

Employed general practitioners spend, on average, 34.3 hours per week in the practice, 30.3 of which are spent treating patients. The average number of weeks worked per year is 48.2. On an annual basis, 1677.7 hours are spent in the practice while 1479.8 hours are spent treating patients.

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
AGE GROUP	PERCENT	NUMBER
LESS THAN 30 YEARS	23.1	22
30 TO 34 YEARS	39.7	37
35 TO 39 YEARS	11.5	11
40 TO 44 YEARS	2.6	2
45 TO 49 YEARS	1.3	1
50 TO 54 YEARS	5.1	5
55 TO 59 YEARS	2.6	2
60 TO 64 YEARS	6.4	6
65 YEARS OR OLDER	7.7	7
REGION		
NEW ENGLAND	6.4	6
MIDDLE ATLANTIC	17.9	17
EAST NORTH CENTRAL	30.8	29
WEST NORTH CENTRAL	2.6	2
SOUTH ATLANTIC	16.7	16
EAST SOUTH CENTRAL	5.1	5
WEST SOUTH CENTRAL	6.4	6
MOUNTAIN	0.0	0
PACIFIC	14.1	13

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
GRADUATION YEAR	PERCENT	NUMBER
BEFORE 1965	21.8	20
1965 TO 1974	1.3	1
1975 TO 1980	2.6	2
1981 to 1984	20.5	19
1985 OR LATER	53.8	50
ALL	100.0	94

SIZE OF PRIVATE PRACTICE

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
PRACTICE SIZE	PERCENT	NUMBER
TWO DENTISTS	53.8	50
THREE OR MORE DENTISTS	46.2	43
ALL	100.0	94

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
WEEKS PER YEAR IN DENTAL OFFICE	48.2	5.8	78
HOURS PER WEEK IN DENTAL OFFICE	34.3	12.3	78
HOURS PER YEAR IN DENTAL OFFICE	1677.7	659.3	78
HOURS PER WEEK TREATING PATIENTS	30.3	11.1	78
HOURS PER YEAR TREATING PATIENTS	1479.8	587.9	78

MEAN BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
GENDER	MEAN	S.D.	N
MALE	39.5	15.7	65
FEMALE	32.8	4.4	13
ALL	38.3	14.7	78

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
DIAGNOSTIC	12.0	9.7	77
PREVENTIVE	12.1	14.6	76
OPERATIVE	32.6	19.0	77
PROSTHODONTIC	16.5	15.6	76
ENDODONTIC	10.6	7.3	76
PERIODONTIC	6.5	7.3	76
ORTHODONTIC	0.9	4.1	75
ORAL/MAXILLOFACIAL SURGERY	6.1	5.7	76
GENERAL SERVICES	3.4	4.4	76

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
NUMBER OF OPERATORIES	6.1	7.4	72
SQUARE FEET OF OFFICE SPACE	1612.8	750.4	55

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING IN 1985 OR LATER

Note: There were too few specialists graduating in 1985 or later who responded to the 1990 survey to allow for reliable statistical analysis. Statistics are provided only for general practitioners graduating in 1985 or later.

Most general practitioners graduating in 1985 or later (83.0%) are under the age of thirty-five; 13.7% are between thirty-five and thirty-nine years of age, and only 3.3% are forty years of age or older.

Half (55.7%) of these general practitioners graduated from dental school in 1985 or 1986. One quarter (25.1%) graduated in 1987, and 19.1% graduated in 1988. (Since all dentists analyzed had been in their 1989 practice for at least one year, none of the dentists graduated in 1989.)

Most general practitioners in this group of recent graduates practiced with at least one other dentist (37.3% with one other, and 17.8% with two or more other dentists). Just under one half (44.9%) of these general practitioners worked in a practice with no other dentist.

The mean age of all general practitioners graduating in 1985 or later is 31.1 years. This figure is virtually the same for male and female practitioners.

General practitioners graduating in 1985 or later work an average of 39.2 hours per week in the practice, 33.9 of which are spent treating patients. The average number of weeks worked per year is 49.1. On an annual basis, 1924.7 hours are spent in the practice while 1666.1 hours are spent treating patients.

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
AGE GROUP	PERCENT	NUMBER
LESS THAN 30 YEARS	39.3	86
30 TO 34 YEARS	43.7	96
35 TO 39 YEARS	13.7	30
40 TO 44 YEARS	1.6	4
45 TO 49 YEARS	1.1	2
50 TO 54 YEARS	0.5	1
55 TO 59 YEARS	0.0	0
60 TO 64 YEARS	0.0	0
65 YEARS OR OLDER	0.0	0
REGION		
NEW ENGLAND	6.6	14
MIDDLE ATLANTIC	16.4	36
EAST NORTH CENTRAL	25.7	56
WEST NORTH CENTRAL	4.4	10
SOUTH ATLANTIC	13.7	30
EAST SOUTH CENTRAL	4.9	11
WEST SOUTH CENTRAL	10.9	24
MOUNTAIN	2.7	6
PACIFIC	14.8	32

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
GRADUATION YEAR	PERCENT	NUMBER
1985	30.6	67
1986	25.1	55
1987	25.1	55
1988	19.1	42
ALL	100.0	220

SIZE OF PRIVATE PRACTICE

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
PRACTICE SIZE	PERCENT	NUMBER
ONE DENTIST	44.9	100
TWO DENTISTS	37.3	83
THREE OR MORE DENTISTS	17.8	40
ALL	100.0	222

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
WEEKS PER YEAR IN DENTAL OFFICE	49.1	3.4	185
HOURS PER WEEK IN DENTAL OFFICE	39.2	11.9	185
HOURS PER YEAR IN DENTAL OFFICE	1924.7	606.8	185
HOURS PER WEEK TREATING PATIENTS	33.9	10.4	185
HOURS PER YEAR TREATING PATIENTS	1666.1	536.8	185

MEAN BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
GENDER	MEAN	S.D.	N
MALE	30.8	3.8	154
FEMALE	32.7	5.3	31
ALL	31.1	4.2	185

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
DIAGNOSTIC	12.6	9.1	171
PREVENTIVE	14.9	13.7	170
OPERATIVE	30.9	15.5	172
PROSTHODONTIC	15.2	11.0	172
ENDODONTIC	10.0	7.5	171
PERIODONTIC	6.6	5.7	169
ORTHODONTIC	0.7	2.4	169
ORAL/MAXILLOFACIAL SURGERY	6.3	5.8	170
GENERAL SERVICES	3.1	4.2	167

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST		
	GENERAL PRACTITIONER		
	MEAN	S.D.	N
NUMBER OF OPERATORIES	3.6	2.4	170
SQUARE FEET OF OFFICE SPACE	1386.5	1080.0	151

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2 What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3 In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

The average number of:	Primary Practice	Secondary Practice
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Treating Patients Per Week
a. Diagnostic (exams, x-rays, etc.)	______ %
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
c. Operative (restoration, amalgams, inlays, etc.)	______ %
d. Prosthodontic	______ %
e. Endodontic	______ %
f. Periodontic	______ %
g. Orthodontic	______ %
h. Oral and maxillofacial surgery	______ %
i. General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989 ______ minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	________
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	________

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	______	______
b. Specialists	______	______

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify __________	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

***If the practice did not try to hire any auxiliaries, please check here ( ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist ________ weeks, on average

Chairside assistant ________ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ______

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes	1
No (Skip to question 19.)	2

b. If yes, how many total office locations were there? ______

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? ______ operatories

b. what was the total square feet of office space? ______ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	Entire Primary Practice
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? ______ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $15,000?	______%
$15,000 to 34,999?	______%
$35,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual **fee** the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? $______

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) $______

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$______
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total employee taxes for both dentist and non-dentist employees	$______
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$______
g. Total cost of fringe benefits (including all dentists and staff)	$______
h. Dental supplies	$______
i. Office supplies	$______
j. Commercial dental laboratory charges	$______
k. Advertising expenses	$______
l. Malpractice insurance premiums	$______
m. ALL OTHER EXPENSES	$______
n. **Total professional expenses of operating the entire primary practice during 1989**	$______

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

The full set of Survey of Dental Practice reports includes eight reports titled:

- *Income from the Private Practice of Dentistry*
- *Employment Status of Dentists*
- *Patients of Dentists in Private Practice*
- *Sources of Payment for Dental Services*
- *Employment of Dental Practice Personnel*
- *Patient Visits to the Dentist*
- *General Characteristics of Dentists*
- *Dentists in Nonsolo and Solo Practice*

If you would like to order current or past reports or would like to be on our mailing list for the 1991 reports, please fill out the information below, detach, and mail to:

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American Dental Association
211 East Chicago Avenue
Chicago, Illinois 60611-2678

Please put me on the mailing list for the 1991 reports! (check here) ____
(No credit card information necessary. Reports will be available after February, 1992.)

I would like copies of the Survey of Dental Practice reports for the following years:

Year	*# of sets*	*Price/set*	*Total*
1990		$10.00	
1989		$10.00	
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If you would like information on reports for earlier years, or have any questions about ordering, please feel free to call the Bureau of Economic and Behavioral Research at 1-800-621-8099 x 2568.

Thank you for your interest!

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The Bureau of Economic and
Behavioral Research

The 1990 Survey of Dental Practice

Employment Status of Dentists

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HIGHLIGHTS

- Among all dentists who worked in private practice as a primary occupation and had been in practice for at least one year, 92.5% were owners or part-owners in their current primary practices.

- For all dentists, sole proprietorship of an unincorporated practice is the most common form of practice ownership (49.3%). This holds true for general practitioners, of whom 53.6% are currently sole proprietors in an unincorporated practice. In the case of specialists, however, there is a higher percentage of dentists practicing as sole proprietors in an incorporated practice (43.9%) than there is of sole proprietors of an unincorporated practice (30.5%). Overall, 59.7% of specialists are shareholders in an incorporated practice, while only 32.7% of general practitioners are owners in an incorporated practice.

- Among all dentists who began in their current primary practices as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis, 67.7% are currently owners or part-owners of their dental practices.

- Of all current nonowner dentists, 17.2% started in their current primary practices as owners. Most current nonowners (73.4%) began as associates in incorporated or unincorporated practices.

- Among all dentists graduating in 1985 or later, the percentage of dentists who are nonowners (37.6%) is higher than the percentage of nonowners among all dentists (7.6%).

INTRODUCTION

This report provides descriptive statistics on the employment status of private practitioners in the United States for the year 1989. Data was drawn from the 1990 Survey of Dental Practice which was conducted by the Bureau of Economic and Behavioral Research of the American Dental Association. Areas summarized in this report include: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in the two.

Tables are presented separately for all dentists in private practice, independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating in 1985 or later. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data for general practitioners and specialists in each of the five categories.

ALL DENTISTS

Most dentists started in their current primary practices as owners (82.4%) acting as sole proprietors or partners in an incorporated or unincorporated practice. Sole proprietorship of an unincorporated practice was the most common form of initial practice ownership, representing 65.6% of all dentists, 67.0% of all general practitioners, and 59.6% of all specialists.

Currently, most dentists (84.5%) are either the sole owners or share in the ownership of their current primary practice. Ownership of an unincorporated practice remains the most common form of practice ownership, represented by 54.6% of this sample. However, although more general practitioners are owners of unincorporated practices (59.1%) than of incorporated practice (32.7%), the opposite is true for specialists where 59.7% are shareholders in an incorporated practice and only 35.0% own unincorporated practices..

Among all dentists who began in their current primary practices as nonowners, 67.7% became owners or part-owners; 27.9% became owners of unincorporated practices, and 39.8% became shareholders in an incorporated practice.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	67.0	1344	59.6	276	65.6	1620
SOLE PROPRIETOR, INCORPORATED PRACTICE	6.9	138	13.6	63	8.1	201
PARTNER, UNINCORPORATED PRACTICE	6.0	121	7.1	33	6.2	154
PARTNER, INCORPORATED PRACTICE	2.0	40	4.8	22	2.5	62
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	5.8	116	3.5	16	5.4	133
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	4.9	98	6.1	28	5.1	127
INDEPENDENT CONTRACTOR	7.4	148	5.3	25	7.0	172
ALL	100.0	2005	100.0	463	100.0	2468

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	53.6	1206	30.5	158	49.3	1364
SOLE PROPRIETOR, INCORPORATED PRACTICE	26.6	599	43.9	228	29.9	827
PARTNER, UNINCORPORATED PRACTICE	5.5	124	4.5	23	5.3	147
PARTNER, INCORPORATED PRACTICE	6.1	138	15.8	82	8.0	220
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	1.5	34	0.8	4	1.4	38
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	2.7	60	1.5	8	2.4	68
INDEPENDENT CONTRACTOR	4.0	90	3.0	16	3.8	106
ALL	100.0	2249	100.0	520	100.0	2769

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	23.9	53	7.6	4	21.0	56
SOLE PROPRIETOR, INCORPORATED PRACTICE	21.2	47	19.0	9	20.8	56
PARTNER, UNINCORPORATED PRACTICE	6.5	14	8.9	4	6.9	19
PARTNER, INCORPORATED PRACTICE	13.6	30	44.3	21	19.0	51
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	10.9	24	6.3	3	10.1	27
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	19.6	43	13.9	7	18.6	50
INDEPENDENT CONTRACTOR	4.3	10	0	0	3.6	10
ALL	100.0	221	100.0	47	100.0	268

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 88.6% started in their current primary practices as owners, acting as sole proprietors or partners in an incorporated or unincorporated practice. Sole proprietorship of an unincorporated practice was the most common form of initial practice ownership; 70.6% of all independent dentists, 72.4% of all independent general practitioners, and 63.0% of all independent specialists started as sole proprietors.

Currently among independent dentists, ownership of an unincorporated practice (59.1%) is still more common than ownership of an incoporated practice (40.9%). Independent general practitioners tend to be owners of unincorporated practices (64.4%); while independent specialists tend to be shareholders in incorporated practice (63.3%).

Among independent dentists who began in their current primary practices as nonowners, specialists are more likely to become shareholders (79.4%) than owners of unincorporated practices (20.6%). Among general practitioners, this difference is less striking; 53.3% of general practitioners became shareholders while 46.7% chose unincorporated ownership.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	72.4	1328	63.0	275	70.6	1603
SOLE PROPRIETOR, INCORPORATED PRACTICE	7.5	137	14.2	62	8.8	199
PARTNER, UNINCORPORATED PRACTICE	6.4	118	7.2	31	6.6	149
PARTNER, INCORPORATED PRACTICE	2.0	37	5.1	22	2.6	59
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	5.1	94	3.0	13	4.7	107
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	2.6	48	5.0	22	3.1	70
INDEPENDENT CONTRACTOR	3.9	72	2.6	11	3.7	83
ALL	100.0	1833	100.0	436	100.0	2270

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	58.4	1206	32.2	158	53.3	1364
SOLE PROPRIETOR, INCORPORATED PRACTICE	29.0	599	46.3	228	32.3	827
PARTNER, UNINCORPORATED PRACTICE	6.0	124	4.8	23	5.7	147
PARTNER, INCORPORATED PRACTICE	6.7	138	16.7	82	8.6	220
ALL	100.0	2066	100.0	492	100.0	2558

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	36.7	53	9.5	4	31.0	56
SOLE PROPRIETOR, INCORPORATED PRACTICE	32.5	47	23.8	9	30.7	56
PARTNER, UNINCORPORATED PRACTICE	10.0	14	11.1	4	10.2	19
PARTNER, INCORPORATED PRACTICE	20.8	30	55.6	21	28.1	51
ALL	100.0	144	100.0	38	100.0	182

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Of all solo dentists, 93.3% started in their current primary practices as owners, acting as sole proprietors or partners in an incorporated or unincorporated practice. Sole proprietorship of an unincorporated practice was the most common form of initial practice ownership, with 81.1% of all solo dentists, 82.7% of solo general practitioners, and 74.0% of solo specialists starting in this employment situation.

Currently, ownership of an unincorporated practice is still the predominant form of practice ownership among solo dentists (64.8%). However, although 69.6% of general practitioners own an unincorporated practice, the majority of specialists own an incorporated practice (57.0%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (66.7%) and for general practitioners to favor unincorporated practice (61.7%).

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	82.7	1123	74.0	219	81.1	1342
SOLE PROPRIETOR, INCORPORATED PRACTICE	7.4	101	17.2	51	9.2	152
PARTNER, UNINCORPORATED PRACTICE	2.2	30	2.8	8	2.3	38
PARTNER, INCORPORATED PRACTICE	0.5	7	1.6	5	0.7	12
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	3.8	52	1.2	4	3.3	55
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	1.3	18	1.6	5	1.4	23
INDEPENDENT CONTRACTOR	2.0	28	1.4	4	1.9	32
ALL	100.0	1358	100.0	296	100.0	1654

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	69.6	1073	43.0	144	64.8	1217
SOLE PROPRIETOR, INCORPORATED PRACTICE	30.4	469	57.0	191	35.2	660
ALL	100.0	1542	100.0	335	100.0	1877

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	61.7	44	33.3	4	58.0	48
SOLE PROPRIETOR, INCORPORATED PRACTICE	38.3	28	66.7	7	42.0	35
ALL	100.0	72	100.0	11	100.0	83

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Note: There were too few employed specialists responding to this survey to allow for reliable statistical analysis. The following tables contain information for employed general practitioners only.

Of all current nonowner general practitioners, 15.4% started in their current primary practices as owners, acting as a sole proprietor or as a partner. Most (71.0%) nonowner dentists began in their current primary practice employed by an incorporated (49.3%) or unincorporated (22.7%) dental practice on a salary, commission, percentage or associate basis. Ten percent (10.7%) began in their current practice as independent contractors.

Currently, employment by an incorporated practice is the predominant form of dental practice employment (64.1%) for general practitioners who work as employees.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	12.0	11
SOLE PROPRIETOR, INCORPORATED PRACTICE	0	0
PARTNER, UNINCORPORATED PRACTICE	2.7	2
PARTNER, INCORPORATED PRACTICE	2.7	2
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	22.7	20
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	49.3	44
INDEPENDENT CONTRACTOR	10.7	10
ALL	100.0	90

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	35.9	34
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	64.1	60
ALL	100.0	94

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	35.7	24
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	64.3	43
ALL	100.0	67

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING IN 1985 OR LATER

Note: There were too few specialists who graduated in 1985 or later responding to this survey to allow for reliable statistical analysis. The following tables contain information for general practitioners only.

Just over one half (51.8%) of the general practitioners graduating in 1985 or later began in their current primary practices as owners. Sole proprietorship of an unincorporated practice was the most common form of dental practice ownership (38.1%) and sole proprietorship of an incorporated practice was the next most common form of employment (6.3%)

Currently, the percentage of dentists practicing as owners of unincorporated practices (51.9%) is higher than the percentage practicing as owners of incorporated practices (10.3%). Nearly one quarter of these general practitioners (22.7%) report practicing as employed dentists, while 15.1% work as independent contractors.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	38.1	80
SOLE PROPRIETOR, INCORPORATED PRACTICE	6.3	13
PARTNER, UNINCORPORATED PRACTICE	5.7	12
PARTNER, INCORPORATED PRACTICE	1.7	4
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	8.5	18
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	18.2	38
INDEPENDENT CONTRACTOR	21.6	46
ALL	100.0	211

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	43.8	97
SOLE PROPRIETOR, INCORPORATED PRACTICE	7.0	16
PARTNER, UNINCORPORATED PRACTICE	8.1	18
PARTNER, INCORPORATED PRACTICE	3.2	7
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	6.5	14
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	16.2	36
INDEPENDENT CONTRACTOR	15.1	34
ALL	100.0	222

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	10.6	6
SOLE PROPRIETOR, INCORPORATED PRACTICE	2.1	1
PARTNER, UNINCORPORATED PRACTICE	4.3	2
PARTNER, INCORPORATED PRACTICE	4.3	2
EMPLOYEE/ASSOCIATE, UNINCORPORATED PRACTICE	23.4	13
EMPLOYEE/ASSOCIATE, INCORPORATED PRACTICE	53.2	30
INDEPENDENT CONTRACTOR	2.1	1
ALL	100.0	56

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

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1990 Survey of Dental Practice

Please answer **all** questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. **Please describe your employment situation when you first became associated with that practice.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify____________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify____________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

	Primary Practice	Secondary Practice
The average number of:		
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of **weeks** worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the **following procedures?** (If none, enter zero.)

	Primary Practice Percentage of Time Treating Patients Per Week
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989.	______
	minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (**Please** include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$______
b. Your secondary practice (if applicable)?	$______
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$______

Entire Primary Practice Characteristics

11. **Including yourself**, please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself**, please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	______	______
b. Specialists	______	______

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist ______ weeks, on average
Chairside assistant ______ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
Chairside assistant(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week _____

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes	1
No (Skip to question 19.)	2

b. If yes, how many total office locations were there? _____

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? _____ operatories

b. what was the total square feet of office space? _____ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	**Entire Primary Practice**
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	_____ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	_____ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? _____ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	_____	_____
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	_____	_____
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	_____%
15 to 64 years of age?	_____%
65 years of age or older?	_____%
Total	100%
b. were members of families whose annual income is estimated to be:	
under $15,000?	_____%
$15,000 to 34,999?	_____%
$35,000 or more?	_____%
Total	100%
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	_____%
covered by a public assistance program that pays or partially pays for their dental care?	_____%
not covered by an insurance program?	_____%
Total	100%
d. were:	
male?	_____%
female?	_____%
Total	100%
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	_____%
within 11-39 minute drive or transportation	_____%
within 40 or more minute drive or transportation	_____%
Total	100%

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$_____
b. Bitewing radiographs, four films	☐	$_____
c. Dental prophylaxis, for adults	☐	$_____
d. Pit and fissure sealant, per tooth	☐	$_____
e. Topical fluoride treatment (including prophylaxis), child	☐	$_____
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g. Fixed unilateral space maintainer	☐	$_____
h. Crown (full cast), high noble metal	☐	$_____
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$_____
j. Periodontal scaling and root planing—per quadrant	☐	$_____
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? $_____

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) $_____

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	_____%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____%
c. as direct payment from private insurance carriers?	_____%
d. from other sources of payment? Please specify _____	_____%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$_____
b. Yearly mortgage (including interest)	$_____
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$_____
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e. Total employee taxes for both dentist and non-dentist employees	$_____
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$_____
g. Total cost of fringe benefits (including all dentists and staff)	$_____
h. Dental supplies	$_____
i. Office supplies	$_____
j. Commercial dental laboratory charges	$_____
k. Advertising expenses	$_____
l. Malpractice insurance premiums	$_____
m. ALL OTHER EXPENSES	$_____
n. **Total professional expenses of operating the entire primary practice during 1989**	$_____

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

The full set of Survey of Dental Practice reports includes eight reports titled:

Income from the Private Practice of Dentistry	*Employment of Dental Practice Personnel*
Employment Status of Dentists	*Patient Visits to the Dentist*
Patients of Dentists in Private Practice	*General Characteristics of Dentists*
Sources of Payment for Dental Services	*Dentists in Nonsolo and Solo Practice*

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The 1990 Survey of Dental Practice

Patient Visits to the Dentist

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HIGHLIGHTS

- In 1989, independent dentists reported a weekly average of 66.3 total patient visits (scheduled, walk-in, and emergency visits) excluding hygienist appointments. This compares to an avergae of 65.5 visits per week reported in 1988. Independent general practitioners treated an average of 58.8 and specialists treated an average of 98.1 patients per week in 1989. These compare to 1988 figures.

- The mean weekly total patient visits (scheduled, walk-in, and emergency visits) treated by independent dentists including hygienist visits was 84.4. Independent general practitioners treated an average of 79.0 patients per week, and independent specialists treated an average of 107.0 patients weekly. These figures are nearly identical to 1988 averages.

- For all dentists, the average number of walk-in and emergency visits per week was 5.6. This figure was 5.5 for independent dentists, 5.2 for solo dentists, and 5.6 for independent general practitioners graduating in 1985 or later.

- The average scheduled length of an appointment was 42.3 minutes. Both independent and solo dentists scheduled appointments of a similar length (42.2 and 42.4 respectively). Independent general practitioners graduating in 1985 or later scheduled slightly longer appointments, averaging 45.1 minutes.

INTRODUCTION

This report provides descriptive statistics on patient visits to private practitioners in the U.S. during the year 1989. The data is drawn from the 1990 Survey of Dental Practice. Weekly and yearly patient loads are examined by determining the number of scheduled, walk-in and emergency, and total visits. Separate analyses were performed to include and exclude appointments scheduled primarily for hygienist treatment. Dentists were asked to respond to the survey regarding patient care that they personally provided.

Data for weekly and yearly visits are provided. Please note that yearly data is obtained by multiplying weekly figures by the number of weeks worked per year.

Tables are presented separately for five groups: all dentists in private practice, independent dentists, solo dentists, independent general practitioners graduating in 1985 or later, and employed general practitioners. The tables for the first three groups are subdivided to provide information for general practitioner and specialist groups as well as for all dentists. There were too few specialists in the groups "independent dentists graduating in 1985 or later" and "employed dentists" to allow for reliable statistical analysis.

ALL DENTISTS

Patient Visits

The average number of total patient visits per week for all dentists, including hygienist visits, was 83.5. This figure includes scheduled, walk-in and emergency visits. Excluding hygienist visits, the mean number of total patient visits per week was 65.6. The average number of total patient visits per week for a general practitioner excluding hygienist visits was 58.4. For a specialist, this number was 97.4.

For all dentists, there were about 5.6 patient walk-in and emergency visits per week. The average number of walk-in and emergency visits per year for all dentists was 267.9. General practitioners treated 261.1, and specialists saw 297.8 unscheduled appointments annually.

Annually, excluding hygienist visits, the total number of patient visits for all dentists was 3,129.1. The mean was 2,805.5 for general practitioners and 4,557.1 for specialists. Including hygienist visits, the annual figures were 3,995.3 total patient visits for all dentists, 3,767.4 for general practitioners, and 4,988.2 for specialists.

Patient Waiting Time

A patient of record had to wait an average of 6.7 days to get an initial appointment of a series. (This average excludes emergency cases.) For a new patient, the waiting time would have been an average of 7.0 days. Once a patient of record had arrived for an appointment, his or her average waiting time before being seen by the dentist would have been 8.1 minutes; for a new patient, the average waiting time was 8.4 minutes.

Among all general practitioners, patients of record had to wait an average of 6.8 days for an initial appointment, while new patients waited an average of 7.1 days. After arriving in the office, a patient of record waited an average of 7.7 minutes; a new patient waited an average of 8.0 minutes.

Among all specialists, patients of record had to wait an average of 6.0 days for an initial appointment, while new patients waited an average of 6.9 days. After arriving in the office, a patient of record waited an average of 9.6 minutes; a new patient waited an average of 10.0 minutes before being seen by the dentist.

Patient Traveling Time

Private practitioners reported that an average of 39.5% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 48.3% of their patients traveled eleven to thirty-nine minutes and that an average of only 12.2% were located a forty or more minutes drive from the primary practice.

The general practitioners in this group reported that an average of 41.2% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 47.2% of their patients traveled eleven to thirty-nine minutes and that an average of 11.6% traveled forty or more minutes to reach the primary practice.

Compared to general practitioners, specialists estimated higher percentages of patients traveling further to reach the practice office. Specialists reported that most of their patients (52.9%) traveled eleven to thirty-nine minutes to reach the practice office. Approximately one third of their patients (32.1%) traveled one to ten minutes, and 15.0% were located forty or more minutes from the primary practice.

Scheduled Length of Appointment

In 1989, all dentists reported that the average scheduled length of an appointment was 42.3 minutes. General practitioners tended to schedule longer appointments (44.1 minutes) than did specialists (34.4 minutes).

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.4	5.3	1749	6.4	5.2	798	5.6	5.2	2547
SCHEDULED VISITS ACTUALLY TREATED	72.9	39.3	1629	99.8	51.4	747	77.9	44.7	2376
TOTAL VISITS TREATED WEEKLY	78.3	41.7	1629	106.2	52.8	747	83.5	46.7	2376

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.4	5.3	1749	6.4	5.2	798	5.6	5.2	2547
SCHEDULED VISITS ACTUALLY TREATED	53.0	27.3	1743	90.9	51.5	789	60.0	39.5	2532
TOTAL VISITS TREATED WEEKLY	58.4	29.9	1742	97.4	53.2	789	65.6	41.6	2531

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	261.1	257.3	1749	297.8	241.6	798	267.9	252.9	2547
SCHEDULED VISITS ACTUALLY TREATED	3508.6	1937.3	1629	4686.9	2408.6	747	3728.5	2146.7	2376
TOTAL VISITS TREATED YEARLY	3767.4	2057.5	1629	4988.2	2470.1	747	3995.3	2246.6	2376

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	261.1	257.3	1749	297.8	241.6	798	267.9	252.9	2547
SCHEDULED VISITS ACTUALLY TREATED	2544.9	1354.8	1743	4256.3	2390.5	789	2860.9	1868.0	2532
TOTAL VISITS TREATED YEARLY	2805.5	1488.1	1742	4557.1	2467.7	789	3129.1	1972.0	2531

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

INDEPENDENT, SOLO, INDEPENDENT GRADUATING IN 1985 OR LATER, AND EMPLOYED DENTISTS: OVERVIEW

Patient Visits

As indicated in the following chart, the number of weekly patient visits did not differ greatly across groups. Only the independent general practitioners graduating in 1985 or later differed from the other groups by reporting a slightly lower average number of patients treated per week.

Mean Number of Total Patient Visits Per Week
(Scheduled Visits Actually Treated Plus Walk-In and
Emergency Visits) NOT Including Hygienist Visits, 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists	65.6	58.4	97.4
Independent Dentists	66.3	58.8	98.1
Solo Dentists	64.7	57.5	98.1
Independent Dentists Graduating In 1985 or later	--	51.3	--
Employed Dentists	--	49.7	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

On average, all dentists saw 5.6 patients on a walk-in or emergency basis per week in 1989. Specialists saw slightly more, 6.4, while general practitioners saw 5.4 unscheduled patients per week. The following table details the average number of unscheduled visits per week for different dentist groups.

Mean Walk-In and Emergency Visits Per Week, 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists	5.6	5.4	6.4
Independent Dentists	5.5	5.3	6.3
Solo Dentists	5.2	5.0	5.6
Independent Dentists Graduating In 1985 or later	--	5.6	--
Employed Dentists	--	6.8	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

Patient Waiting Time

The following chart compares the average number of days that dentists in each group estimated their patients would have to wait for an initial appointment of a series (excluding emergency visits).

Average Waiting Time for an Initial
Appointment (excluding emergencies), 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists			
Patient of Record	6.7 days	6.8 days	6.0 days
New Patient	7.0	7.1	6.9
Independent Dentists			
Patient of Record	6.6	6.8	5.9
New Patient	7.0	7.1	6.7
Solo Dentists			
Patient of Record	6.6	6.8	5.7
New Patient	7.1	7.1	6.6
Independent Dentists Graduating In 1985 or later			
Patient of Record	--	6.4	--
New Patient	--	6.3	--
Employed Dentists			
Patient of Record	--	7.9	--
New Patient	--	8.7	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

The average number of days a patient of record had to wait for an initial appointment was similar for all groups analyzed and ranged from 4.3 to 6.8 days. New patients generally had a slightly longer wait which ranged from 6.7 to 7.1 days for all groups except independent general practitioners graduating in 1985. For these younger dentists, the average wait for a new patient was no longer than the average wait for a patient of record.

The following chart details the average time a dentist estimated that his or her patients would wait for their appointments after arriving in the dentist's office.

Average Patient Office Waiting Time
After Arriving for an Appointment, 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists			
Patient of Record	8.1 minutes	7.7 minutes	9.6 minutes
New Patient	8.4	8.0	10.0
Independent Dentists			
Patient of Record	8.0	7.7	9.4
New Patient	8.3	8.0	9.7
Solo Dentists			
Patient of Record	7.6	7.4	8.5
New Patient	7.8	7.7	8.7
Independent Dentists Graduating in 1985 or later			
Patient of Record	--	8.0	--
New Patient	--	7.6	--
Employed Dentists			
Patient of Record	--	7.9	--
New Patient	--	8.3	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

Patient Traveling Time

The chart on the next page details the dentists' estimates of the distances their patients traveled to reach the primary practice office. For all groups except the independent general practitioners graduating in 1985 or later, dentists estimated that most patients traveled eleven to thirty-nine minutes to reach the primary practice office. The younger general practitioners estimated that most of their patients lived or worked within walking distance or a one to ten minutes drive of their practice.

Mean Reported Patient Traveling Time to Reach the Office, 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	39.5%	41.2%	32.1%
11 to 39 minutes drive	48.3	47.2	52.9
40 or more minutes drive	12.2	11.6	15.0
Independent Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	39.6	41.3	32.3
11 to 39 minutes drive	48.2	47.2	52.7
40 or more minutes drive	12.2	11.6	15.0
Solo Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	39.7	41.0	33.8
11 to 39 minutes drive	48.3	47.6	51.8
40 or more minutes drive	11.9	11.4	14.4
Independent Dentists Graduating in 1985 or later			
Patients traveling:			
by foot or a 1-10 minutes drive	--	46.3	--
11 to 39 minutes drive	--	44.5	--
40 or more minutes drive	--	9.2	--
Employed Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	--	38.4	--
11 to 39 minutes drive	--	49.5	--
40 or more minutes drive	--	12.2	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

Scheduled Length of Appointments

The scheduled length of an appointment did not differ greatly across groups. In general, specialists scheduled shorter appointments than general practitioners. The following chart illustrates the average length of scheduled appointments.

Average Length of Scheduled Appointments, 1989

	All (Weighted)	*General Practitioners*	*Specialists*
All Dentists	42.3 minutes	44.1 minutes	34.4 minutes
Independent Dentists	42.2	44.1	34.4
Solo Dentists	42.4	44.2	34.0
Independent Dentists Graduating in 1985 or later	--	45.1	--
Employed Dentists	--	43.7	--

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.3	5.0	1603	6.3	5.2	753	5.5	5.1	2356
SCHEDULED VISITS ACTUALLY TREATED	73.8	39.2	1503	100.6	51.7	709	78.9	44.9	2212
TOTAL VISITS TREATED WEEKLY	79.0	41.6	1503	107.0	53.1	709	84.4	46.9	2212

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.3	5.0	1603	6.3	5.2	753	5.5	5.1	2356
SCHEDULED VISITS ACTUALLY TREATED	53.6	26.4	1597	91.7	51.9	745	60.8	39.4	2342
TOTAL VISITS TREATED WEEKLY	58.8	29.0	1596	98.1	53.6	745	66.3	41.5	2341

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	253.5	244.1	1603	297.9	242.8	753	262.0	244.2	2356
SCHEDULED VISITS ACTUALLY TREATED	3546.5	1928.1	1503	4728.5	2417.9	709	3772.2	2148.3	2212
TOTAL VISITS TREATED PER YEAR	3799.0	2046.0	1503	5028.0	2480.3	709	4033.7	2247.0	2212

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	253.5	244.1	1603	297.9	242.8	753	262.0	244.2	2356
SCHEDULED VISITS ACTUALLY TREATED	2570.8	1303.3	1597	4295.9	2403.9	745	2897.3	1858.9	2342
TOTAL VISITS TREATED PER YEAR	2823.8	1430.9	1596	4596.5	2482.2	745	3159.4	1960.0	2341

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1990

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.6	5.0	1023	4.8	3.7	192	5.5	4.8	1215
SCHEDULED VISITS ACTUALLY TREATED	86.9	37.3	942	108.3	41.3	162	88.6	38.4	1104
TOTAL VISITS TREATED WEEKLY	92.5	39.8	942	112.7	42.1	162	94.1	40.6	1104

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	269.5	245.8	1023	229.4	176.9	192	266.0	236.5	1215
SCHEDULED VISITS ACTUALLY TREATED	4181.8	1841.3	942	5156.8	2003.2	162	4259.1	1885.6	1104
TOTAL VISITS TREATED YEARLY	4451.6	1966.9	942	5370.8	2040.9	162	4524.5	1994.3	1104

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.0	4.9	1191	5.6	5.0	517	5.2	4.9	1708
SCHEDULED VISITS ACTUALLY TREATED	73.5	40.3	1118	102.5	52.4	487	78.7	45.7	1605
TOTAL VISITS TREATED WEEKLY	78.5	42.6	1118	108.2	53.7	487	83.9	47.6	1605

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.0	4.9	1191	5.6	5.0	517	5.2	4.9	1708
SCHEDULED VISITS ACTUALLY TREATED	52.4	25.0	1186	92.4	52.1	510	59.5	38.6	1696
TOTAL VISITS TREATED WEEKLY	57.5	27.6	1185	98.1	53.7	510	64.7	40.6	1695

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	242.8	239.1	1191	268.5	236.2	517	247.4	238.4	1708
SCHEDULED VISITS ACTUALLY TREATED	3537.5	1979.5	1118	4850.4	2461.3	487	3772.5	2195.9	1605
TOTAL VISITS TREATED PER YEAR	3781.2	2095.9	1118	5123.2	2521.2	487	4021.3	2292.3	1605

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	242.8	239.1	1191	268.5	236.2	517	247.4	238.4	1708
SCHEDULED VISITS ACTUALLY TREATED	2520.0	1241.0	1186	4358.0	2424.9	510	2845.5	1829.1	1696
TOTAL VISITS TREATED PER YEAR	2762.0	1371.4	1185	4629.5	2498.8	510	3092.9	1925.9	1695

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1990

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.4	5.0	692	3.9	3.1	116	5.3	4.8	808
SCHEDULED VISITS ACTUALLY TREATED	90.7	38.3	635	114.0	43.2	99	92.4	39.5	734
TOTAL VISITS TREATED WEEKLY	96.1	40.8	635	117.9	43.9	99	97.7	41.7	734

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST								
	GENERAL PRACTITIONERS			SPECIALISTS			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	259.2	244.7	692	189.3	150.9	116	253.8	234.3	808
SCHEDULED VISITS ACTUALLY TREATED	4372.0	1884.3	635	5475.0	2117.4	99	4451.8	1939.5	734
TOTAL VISITS TREATED YEARLY	4632.9	2012.0	635	5662.8	2152.0	99	4707.5	2049.5	734

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.6	4.9	111
SCHEDULED VISITS ACTUALLY TREATED	55.5	29.8	104
TOTAL VISITS TREATED WEEKLY	61.0	32.4	104

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	5.6	4.9	111
SCHEDULED VISITS ACTUALLY TREATED	45.7	21.3	111
TOTAL VISITS TREATED WEEKLY	51.3	24.4	111

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	271.4	232.5	111
SCHEDULED VISITS ACTUALLY TREATED	2704.8	1454.7	104
TOTAL VISITS TREATED PER YEAR	2970.4	1574.9	104

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	271.4	232.5	111
SCHEDULED VISITS ACTUALLY TREATED	2227.4	1028.4	111
TOTAL VISITS TREATED PER YEAR	2498.8	1172.5	111

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1990

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	6.6	5.6	51
SCHEDULED VISITS ACTUALLY TREATED	74.1	29.9	45
TOTAL VISITS TREATED WEEKLY	80.6	32.7	45

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	324.2	276.7	51
SCHEDULED VISITS ACTUALLY TREATED	3608.8	1504.2	45
TOTAL VISITS TREATED YEARLY	3921.8	1639.9	45

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	6.8	6.0	78
SCHEDULED VISITS ACTUALLY TREATED	59.5	26.4	70
TOTAL VISITS TREATED WEEKLY	66.2	28.8	70

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	6.8	6.0	78
SCHEDULED VISITS ACTUALLY TREATED	42.9	21.4	78
TOTAL VISITS TREATED WEEKLY	49.7	24.6	78

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	332.6	296.5	78
SCHEDULED VISITS ACTUALLY TREATED	2915.7	1346.3	70
TOTAL VISITS TREATED YEARLY	3247.5	1467.1	70

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	332.6	296.5	78
SCHEDULED VISITS ACTUALLY TREATED	2093.2	1093.4	78
TOTAL VISITS TREATED YEARLY	2425.8	1256.1	78

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1990

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	6.4	5.2	57
SCHEDULED VISITS ACTUALLY TREATED	64.5	24.0	52
TOTAL VISITS TREATED WEEKLY	71.2	25.5	52

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1989

	TYPE OF DENTIST		
	GENERAL PRACTITIONERS		
	MEAN	S.D.	N
WALK-IN AND EMERGENCY VISITS	314.0	255.4	57
SCHEDULED VISITS ACTUALLY TREATED	3158.9	1244.5	52
TOTAL VISITS TREATED YEARLY	3487.0	1326.9	52

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

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1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify__________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify__________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

The average number of:	Primary Practice	Secondary Practice
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)	**Primary Practice Percentage of Time Treating Patients Per Week**
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989. ______ minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$______
b. Your secondary practice (if applicable)?	$______
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$______

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	______	______
b. Specialists	______	______

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel . .	______	______
f. Other, please specify ______________	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist . . . . ________ weeks, on average
Chairside assistant . . . . ________ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$________	______	______	______	______	______	______
Position #2	☐	$________	______	______	______	______	______	______
Chairside assistant(s):								
Position #1	☐	$________	______	______	______	______	______	______
Position #2	☐	$________	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ______

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes 1
No (Skip to question 19.) 2

b. If yes, how many total office locations were there? . . . . . . ______

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? . . . . . . ______ operatories

b. what was the total square feet of office space? . . . . . . ______ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	**Entire Primary Practice**
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? . . . . . . ______ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	%
15 to 64 years of age?	%
65 years of age or older?	%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $15,000?	%
$15,000 to 34,999?	%
$35,000 or more?	%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	%
covered by a public assistance program that pays or partially pays for their dental care?	%
not covered by an insurance program?	%
Total	**100%**
d. were:	
male?	%
female?	%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	%
within 11-39 minute drive or transportation	%
within 40 or more minute drive or transportation	%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$
b. Bitewing radiographs, four films	☐	$
c. Dental prophylaxis, for adults	☐	$
d. Pit and fissure sealant, per tooth	☐	$
e. Topical fluoride treatment (including prophylaxis), child	☐	$
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$
g. Fixed unilateral space maintainer	☐	$
h. Crown (full cast), high noble metal	☐	$
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$
j. Periodontal scaling and root planing—per quadrant	☐	$
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? . . . . . . $______

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) . . . . . . $______

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c. as direct payment from private insurance carriers?	%
d. from other sources of payment? Please specify ______	%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$
b. Yearly mortgage (including interest)	$
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e. Total employee taxes for both dentist and non-dentist employees	$
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$
g. Total cost of fringe benefits (including all dentists and staff)	$
h. Dental supplies	$
i. Office supplies	$
j. Commercial dental laboratory charges	$
k. Advertising expenses	$
l. Malpractice insurance premiums	$
m. ALL OTHER EXPENSES	$
n. **Total professional expenses of operating the entire primary practice during 1989**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

The full set of Survey of Dental Practice reports includes eight reports titled:

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- *Patients of Dentists in Private Practice*
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The 1990 Survey of Dental Practice

Dentists in Nonsolo and Solo Practice

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HIGHLIGHTS

- Dentists in both nonsolo and solo practice spent virtually the same number of hours per week working in the primary practice. Nonsolo dentists averaged 36.9 hours in the office; solos averaged 37.9 hours. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients. Nonsolo dentists reported an average of 33.0 hours treating patients, solo dentists averaged 33.6.

- The average age of solo dentists (46.4 years) was about three years greater than that of nonsolo dentists (43.4 years). This difference was consistent within gender. Among both male and female dentists, the average age of solo dentists was approximately two and one half years greater than the average age of nonsolo dentists.

- Excluding hygienist visits, the average number of patient visits per week was almost the same among nonsolo (67.7) and solo (64.7) dentists. Among both nonsolo and solo dentists, specialists reported more patient visits per week than did general practitioners.

- There is no great difference in the number of patients treated per hour in solo versus nonsolo practices. Solo dentists treated an average of 1.7 patients per hour; nonsolo dentists averaged 1.9. General practitioners averaged between 1.5 and 1.7 visits per hours, while specialists in both groups treated an average of 2.7 patients per hour.

- Both solo and nonsolo dentists reported similar patient populations. Among dentists in each groups, approximately sixty percent of patients were between fifteen and sixty-five years of age and were covered by private insurance. Just under one half of the patients had estimated annual incomes of $15,000 to $34,999, and approximately forty percent of the patients were estimated to have earned $35,000 or more annually.

- Net income from a primary private practice was higher among nonsolo dentists ($92,100) than among solo dentists ($85,860). This held true among general practitioner and specialist groups where the nonsolo dentists earned more than their solo counterparts. However, the difference between groups was smaller among GPs (under $3,500) than it was among specialists (where the difference was over $15,000).

- Depending on the status of the practice, salaries to owner dentists may or may not be included in a practice's total expenses. Salaries to shareholder dentists in incorporated practices are counted as practice expenses, while salaries to owners in unincorporated practices are not. To compare unincorporated and incorporated practices, shareholder salaries were excluded from total practice expenses for the analyses below and on pages 19, 22, 25, 39, 41, and 43. If shareholder salaries are included in practice expenses, the percentages detailed in the tables rise according to the proportions of incorporated practices in each category. In incorporated practices only, expenses including shareholder salaries accounted for an average of 88.0% gross income among all nonsolo practices and 86.2% of gross income among all solo practices.

Practice Expenses as a Percentage of Practice
Gross Income for Nonsolo and Solo Dentists, 1989
(excluding shareholder salaries)

	General Practitioners	*Specialists*	*All*
Nonsolo	61.7%	55.6%	60.5%
Solo	57.5	53.1	56.8

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

* As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Three quarters (76.9%) of nonsolo dentists reported employing five or more (full- or part-time) staff persons, compared to 30.8% for solo dentists.

* Nearly half (47.4%) of the solo dentists did not employ full- or part-time dental hygienists, while only 29.6% of all nonsolo dentists did not employ hygienists. Nearly half of the solo dentists employed only one chairside assistant (48.3%), and another forty percent (41.7%) employed two or more assistants. Nonsolo dentists tended to employ more assistants than solo dentists; only 15.4% of nonsolo dentists employed one assistant while 82.7% employed two or more assistants.

Percent of Nonsolo and Solo Dentists
Employing One or More Hygienist or
Chairside Assistant, 1989

Percent Employing Hygienists

	General Practitioners	*Specialists*	*All*
Nonsolo	80.0%	32.6%	70.4%
Solo	59.1	22.5	52.6

Percent Employing Chairside Assistants

	General Practitioners	*Specialists*	*All*
Nonsolo	98.0	98.2	98.1
Solo	89.0	95.0	90.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

INTRODUCTION

The focus of this report is the description and comparison of dentists in solo and nonsolo (group) private practice in the United States in 1989. Data for this report was drawn from the 1990 Survey of Dental Practice which was conducted by the American Dental Assocation's Bureau of Economic and Behavioral Research. Topics covered include: size of the practice, patient characteristics, patient load, employment of auxiliaries, and the income and expenditures of the practice and the dentist.

The report is divided into two sections: solo and nonsolo dentists. Each section is preceded by a brief summary citing statistics on the responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, and not from the practice as a whole.

Since data was not collected from all dentists in a nonsolo practice, answers to certain questions cannot be provided. For example, the average dentist age per practice is not available since the age of each dentist in a practice was not collected; only the age of the respondent dentist is available.

NONSOLO DENTISTS

Among all nonsolo dentists, 43.7% were shareholders in an incorporated practice. One quarter (24.9%) were partners and just under twenty percent (18.8%) were sole proprietors in incorporated practices. Nearly two thirds (65.7%) of nonsolo specialists and 38.0% of nonsolo general practitioners reported that they were shareholders. There was a greater tendency for nonsolo general practitioners to be sole proprietors in an unincorporated practices (18.9% of general practitioners were sole proprietors) than there was among nonsolo specialists (7.9% of specialists were sole proprietors).

Of all nonsolo dentists, 48.0% reported employing one full- or part-time dentist and 24.3% employed two or more dentists. Similarly, half (48.8%) of nonsolo general practitioners employed one full- or part-time dentist and 25.3% employed two or more dentists. Among specialists, 41.9% of the dentists employed one dentist and only 17.2% employed two or more dentists. Forty percent (40.9%) of nonsolo specialists and 23.8% of nonsolo general practitioners reported no employee dentists.

Among nonsolo dentists in unincorporated practices, 55.5% were sole proprietors, 38.4% worked in practices with two owners and 6.1% worked in practices with three or more owners. Among dentists in incorporated practices, 50.2% worked in practices owned by one shareholder and 32.2% worked in practices with two shareholders. Most independent contractors (78.4%) worked in incorporated or unincorporated practices owned by one dentist.

Overall, nonsolo dentists averaged 43.4 years of age, and specialists were older (45.7 years) than general practitioners (42.8 years). Fifty percent of nonsolo dentists graduated from dental school prior to 1975. Nonsolo dentists spent an average of 47.4 weeks per year in the office and worked an average of 36.9 hours per week. Work schedules were similar in both general practitioner and specialist groups.

Nonsolo dentists treated an average of 67.7 patient visits per week (excluding hygienist visits). On average, nonsolo specialists treated more patients (96.6) than did nonsolo general practitioners (60.5). Per hour, dentists in group practice treated an average of 1.9 patients. Nonsolo specialists reported a slightly higher average, 2.7 patients per hour, and nonsolo general practitioners reported an average of 1.7 patients per hour.

Dentists in nonsolo practice estimated that half (46.6%) of their patients earned annual incomes of $15,000 to $34,999. General practitioners estimated similar percentages of patients in this income bracket, but specialists estimated a slightly higher percentage of patients (49.6%) as earning over $35,000 annually. Nonsolo dentists estimated that just under two thirds (64.8%) of their patients were covered by private insurance programs and that thirty percent (30.3%) were not covered by any insurance. General practitioners and specialists reported similar patterns.

Three quarters (76.9%) of all nonsolo dentists employed five or more full- or part-time employees. Fifteen percent (14.7%) of nonsolo dentists employed one to three employees, and only 0.1% had no employees.

The average annual practice gross income reported by nonsolo dentists was $565,960. Gross income was substantially higher for nonsolo specialist practices and was lower for nonsolo general practitioner practices. Gross income per dentist in a nonsolo practice averaged $205,530 among all dentists, $185,760 among general practitioners, and $285,390 among specialists. Approximately the same percentage of gross income was paid by direct patient payment (43.7%) as was paid by private insurance (50.8%). An average of only 4.6% of gross income was paid by government programs.

Total practice expenses for all nonsolo dentists averaged $445,910. Expenses accounted for an average of 60.5% of total gross income. (This figure excludes shareholder salaries from the total practices expenses of an incorporated practice.) Broken down into categories, wage payments to non-dentist employees accounted for an average of 20.4% of gross income among dentist with employees, laboratory charges accounted for an average of 8.0% of gross income among dentists with lab charges, and dental supplies accounted for an average of 6.2% of gross income. Among dentists who rented office space, rent payments accounted for 5.4% of gross income. Among dentists owning their offices, mortgage payments accounted for 5.7% of gross income. Total practice expenses averaged $393,120 for nonsolo general pracitioners and $647,670 for specialists.

The average net income derived from a primary private practice was $92,100 for all nonsolo dentists. Nonsolo general practitioners reported an average of $81,450 while nonsolo specialists reported an average of $137,340. Dentists in larger group practices reported slightly higher net incomes than dentists in smaller practices ($88,590 among dentists in two dentist practices, $99,730 among dentists in three dentist practices, and $95,870 among dentists in four or more dentist practices).

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	18.9	133	7.9	14	16.7	148
PARTNER, UNINCORPORATED PRACTICE	17.6	124	12.9	23	16.6	147
EMPLOYEE, UNINCORPORATED PRACTICE	4.8	34	2.3	4	4.3	38
SOLE PROPRIETOR, INCOPORATED PRACTICE	18.4	130	20.5	37	18.8	167
PARTNER, INCORPORATED PRACTICE	19.6	138	45.2	82	24.9	220
EMPLOYEE, INCORPORATED PRACTICE	8.5	60	4.3	8	7.7	68
INDEPENDENT CONTRACTOR	12.1	85	6.9	13	11.1	98
ALL - WEIGHTED	100.0	703	100.0	182	100.0	885

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

AGE BY GENDER AND DENTIST TYPE, GRADUATION YEAR BY DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GENDER	AGE			AGE			AGE		
MALE	43.5	41.0	534	46.2	45.0	281	44.1	42.0	815
FEMALE	34.9	33.0	52	39.2	38.0	22	35.6	34.0	74
ALL	42.8	40.0	586	45.7	45.0	303	43.4	41.0	889
	GRADUATION YEAR			GRADUATION YEAR			GRADUATION YEAR		
ALL	73	76	586	69	70	303	72	75	889

NUMBER OF OWNERS BY RESPONDENT'S PRACTICE TYPE

PERCENTAGE WITH THE FOLLOWING NUMBER OF OWNERS	TYPE OF PRACTICE							
	UNINCORPORATED PRACTICE		INCORPORATED PRACTICE		INDEPENDENT CONTRACTORS		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE	55.5	207	50.2	236	78.4	86	55.5	529
TWO	38.4	144	32.2	151	14.4	16	32.6	311
THREE	4.3	16	10.0	47	5.2	6	7.2	69
FOUR OR MORE	1.7	6	7.6	36	2.0	2	4.6	44
ALL	100.0	374	100.0	469	100.0	110	100.0	953

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF FULL- OR PART-TIME EMPLOYED DENTISTS BY RESPONDENT'S PRACTICE TYPE

PERCENTAGE WITH THE FOLLOWING NUMBER OF EMPLOYED DENTISTS	TYPE OF PRACTICE							
	UNINCORPORATED PRACTICE		INCORPORATED PRACTICE		INDEPENDENT CONTRACTORS		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ZERO	33.3	125	29.6	139	0.0	0	27.7	263
ONE	53.7	200	42.4	199	52.8	58	48.0	457
TWO	8.1	30	13.8	65	21.6	24	12.5	119
THREE	2.6	10	5.7	27	8.5	9	4.8	46
FOUR OR MORE	2.3	9	8.5	40	17.0	19	7.1	67
ALL	100.0	374	100.0	469	100.0	110	100.0	953

EMPLOYMENT OF FULL- OR PART-TIME EMPLOYED DENTISTS BY DENTIST TYPE

PERCENTAGE WITH THE FOLLOWING NUMBER OF EMPLOYED DENTISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYED DENTISTS	25.9	219	40.9	45	27.7	263
ONE DENTIST EMPLOYED	48.8	412	41.9	46	48.0	457
TWO DENTISTS EMPLOYED	13.0	109	8.6	9	12.5	119
THREE DENTISTS EMPLOYED	4.8	40	5.0	5	4.8	46
FOUR + DENTISTS EMPLOYED	7.5	63	3.6	4	7.1	67
ALL	100.0	843	100.0	109	100.0	953

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF FULL- OR PART-TIME PERSONNEL

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	0.2	1	0.0	0	0.1	1
ONE EMPLOYEE	1.7	11	0.0	0	1.3	11
TWO EMPLOYEES	6.8	44	3.6	6	6.2	50
THREE EMPLOYEES	7.9	52	4.4	7	7.2	59
FOUR EMPLOYEES	8.6	56	6.9	11	8.3	68
FIVE OR MORE EMPLOYEES	74.8	488	85.0	140	76.9	628
ALL	100.0	653	100.0	164	100.0	817

EMPLOYMENT OF FULL- OR PART-TIME ASSISTANTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	2.0	13	1.8	3	1.9	16
ONE ASSISTANT	17.3	115	7.8	13	15.4	128
TWO ASSISTANTS	33.4	222	16.4	28	29.9	250
THREE ASSISTANTS	18.2	121	17.4	29	18.1	151
FOUR OR MORE ASSISTANTS	29.1	193	56.6	95	34.6	289
ALL	100.0	665	100.0	169	100.0	833

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF FULL- OR PART-TIME HYGIENISTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	20.0	133	67.4	114	29.6	247
ONE HYGIENIST	27.4	182	6.7	11	23.2	194
TWO HYGIENISTS	23.1	154	8.2	14	20.0	167
THREE HYGIENISTS	16.4	109	6.7	11	14.4	121
FOUR OR MORE HYGIENISTS	13.2	88	11.0	19	12.7	106
ALL	100.0	666	100.0	169	100.0	835

EMPLOYMENT OF FULL- OR PART-TIME SECRETARIES AND/OR RECEPTIONISTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME SECRETARIES/RECEPTIONISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	4.0	26	3.2	5	3.8	32
ONE SECRETARY	38.7	256	26.7	45	36.2	301
TWO SECRETARIES	31.0	205	31.3	53	31.1	258
THREE SECRETARIES	13.1	86	19.9	34	14.5	120
FOUR OR MORE SECRETARIES	13.2	88	18.9	32	14.4	119
ALL	100.0	661	100.0	169	100.0	830

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF WEEKS AND HOURS SPENT IN THE PRIMARY PRACTICE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WEEKS PER YEAR SPENT IN THE OFFICE	47.7	5.1	586	46.2	3.9	303	47.4	4.8	889
HOURS PER WEEK SPENT IN THE OFFICE	36.8	9.9	586	37.2	7.4	303	36.9	9.1	889
HOURS PER WEEK TREATING PATIENTS	33.1	8.7	586	32.7	5.9	303	33.0	7.8	889

NUMBER OF PATIENT VISITS TO THE DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
PATIENT VISITS PER WEEK (EXCLUDING HYGIENIST VISITS)	60.5	34.2	553	96.6	52.7	274	67.7	43.7	827
PATIENT VISITS PER WEEK (INCLUDING HYGIENIST VISITS)	78.0	39.5	509	102.7	51.0	256	82.9	44.7	765
PATIENT VISITS PER YEAR (EXCLUDING HYGIENIST VISITS)	2909.1	1706.0	553	4445.8	2427.6	274	3214.4	2066.3	827
PATIENT VISITS PER YEAR (INCLUDING HYGIENIST VISITS)	3748.2	1967.1	509	4741.5	2365.9	256	3947.9	2144.7	765
PATIENTS TREATED PER HOUR (EXCLUDING HYGIENIST VISITS)	1.7	0.9	553	2.7	1.5	274	1.9	1.2	827

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 15 YEARS OF AGE	18.0	512	33.7	261	21.2	773
15 TO 65 YEARS OF AGE	63.0	512	53.9	261	61.1	773
65 OR MORE YEARS OF AGE	19.1	512	12.4	261	17.7	773

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
UNDER $15,000	12.3	467	10.0	221	11.8	688
$15,000 TO $34,999	48.1	467	40.4	221	46.6	688
$35,000 OR MORE	39.6	467	49.6	221	41.5	688

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE INSURANCE	65.4	512	62.3	257	64.8	769
GOVERNMENT PROGRAM	4.8	512	5.4	257	5.0	769
NO INSURANCE PROGRAM	29.7	512	32.3	257	30.3	769

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PATIENT GENDER DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
MALE	44.0	498	45.2	255	44.3	753
FEMALE	56.0	498	54.8	255	55.7	753

PATIENT TRAVEL TIME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHOSE TRAVEL TIME TO THE DENTIST'S OFFICE IS:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE TO TEN MINUTES	41.5	496	29.0	247	39.0	743
ELEVEN TO THIRTY-NINE MINUTES	46.5	496	55.0	247	48.2	743
FORTY MINUTES OR MORE	11.9	496	16.0	247	12.7	743

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOURCES OF GROSS INCOME

PERCENTAGE OF GROSS INCOME PAID BY:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
DIRECT PATIENT PAYMENT	41.4	21.2	398	52.6	20.8	202	43.7	21.5	600
GOVERNMENT PROGRAMS	4.3	9.5	398	5.9	9.4	203	4.6	9.5	601
PRIVATE INSURANCE	53.5	20.7	398	40.5	19.1	203	50.8	20.8	601
OTHER SOURCES	0.8	3.9	397	1.1	5.5	201	0.9	4.5	598

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS EXCLUDING INDEPENDENT CONTRACTORS

PRIMARY PRACTICE GROSS INCOME

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	$565,960	$280,000	$432,000	$708,060	$446,460	556
GROSS INCOME PER DENTIST	205,530	125,000	180,000	266,980	111,860	556
GROSS INCOME PER OWNER	352,690	200,000	310,000	461,200	215,730	556
GROSS PER PRACTICE HOUR	123.61	70.45	102.04	150.00	98.68	556
GROSS PER HOUR / DENTIST	51.37	27.20	43.48	64.45	40.54	556
GROSS PER VISIT	105.42	62.84	90.91	128.00	70.69	411
GROSS PER VISIT / DENTIST	42.99	62.84	90.91	128.00	27.95	411
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	506,020	260,500	399,000	628,750	402,900	372
GROSS INCOME PER DENTIST	185,760	114,000	166,670	245,000	101,450	372
GROSS INCOME PER OWNER	335,590	189,660	300,000	425,000	232,580	372
GROSS PER PRACTICE HOUR	108.71	64.37	97.78	133.79	81.56	372
GROSS PER HOUR / DENTIST	45.76	25.04	41.26	56.77	37.61	372
GROSS PER VISIT	101.78	64.22	89.57	122.51	74.36	270
GROSS PER VISIT / DENTIST	41.70	23.93	35.29	53.94	28.57	270
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	808,170	400,000	633,500	1,000,000	480,880	184
GROSS INCOME PER DENTIST	285,390	166,670	272,060	375,000	110,820	184
GROSS INCOME PER OWNER	421,760	271,840	400,000	546,400	166,980	184
GROSS PER PRACTICE HOUR	183.79	99.39	156.58	219.25	115.41	184
GROSS PER HOUR / DENTIST	74.02	38.75	60.41	93.15	41.60	184
GROSS PER VISIT	119.35	59.08	102.04	163.67	62.14	141
GROSS PER VISIT / DENTIST	47.91	24.23	35.71	64.41	26.50	141

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS EXCLUDING INDEPENDENT CONTRACTORS

PRIMARY PRACTICE EXPENSES

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	$445,910	$190,000	$325,000	$540,000	$396,050	399
EXPENSES PER DENTIST	124,660	67,450	109,230	165,650	78,120	372
EXPENSES PER OWNER	226,950	100,000	185,000	306,930	186,040	372
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	393,120	183,000	292,500	499,000	363,530	262
EXPENSES PER DENTIST	115,930	66,350	103,330	155,000	70,960	247
EXPENSES PER OWNER	222,120	99,630	183,000	290,000	205,850	247
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	647,670	280,000	490,000	814,260	417,570	137
EXPENSES PER DENTIST	159,150	77,750	132,500	203,760	85,820	125
EXPENSES PER OWNER	246,030	120,000	207,060	340,600	138,620	125

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES AS A PERCENTAGE OF GROSS INCOME AMONG DENTISTS REPORTING SPECIFIC EXPENSES

EXPENSES AS A PERCENT OF GROSS INCOME AMONG DENTISTS REPORTING:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT AMONG RENTERS	5.3	3.9	265	5.9	2.7	144	5.4	3.5	409
MORTGAGE AMONG OWNERS	5.5	4.0	77	6.5	5.8	30	5.7	4.5	107
EMPLOYEE WAGES AMONG DENTISTS WITH EMPLOYEES	20.6	7.2	280	19.5	6.4	133	20.4	7.0	413
DENTIST WAGES AMONG DENTISTS EMPLOYING DENTISTS	10.1	8.5	154	10.4	5.7	62	10.2	7.8	216
EMPLOYEE TAXES AMONG DENTISTS WITH EMPLOYEES	6.3	7.0	223	7.4	7.2	97	6.5	7.1	320
SHAREHOLDER DENTIST SALARIES IN INCORPORATED PRACTICES	29.0	13.1	135	33.9	11.5	95	30.3	12.6	230
FRINGE BENEFIT PAYMENTS AMONG DENTISTS PAYING FRINGE BENEFITS	3.2	3.0	183	4.8	3.4	98	3.5	3.2	281
DENTAL SUPPLIES - ALL DDS	6.2	4.4	271	6.5	4.2	123	6.2	4.3	394
OFFICE SUPPLIES - ALL DDS	2.1	1.9	270	2.3	1.3	121	2.2	1.7	391
LAB CHARGES AMONG DENTISTS USING LABS	8.6	3.7	278	3.1	3.8	67	8.0	4.1	345
ADVERTISING EXPENSES AMONG DENTISTS WHO ADVERTISE	1.1	1.6	194	0.8	0.7	67	1.0	1.5	261
MALPRACTICE INSURANCE AMONG DENTISTS WITH INSURANCE	1.2	0.9	278	2.4	2.4	131	1.4	1.6	409

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS IN UNINCORPORATED PRACTICE EXCLUDING INDEPENDENT CONTRACTORS

PRACTICE GROSS INCOME IN UNINCORPORATED PRACTICE

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	$410,100	$220,000	$313,000	$500,000	$347,870	227
GROSS INCOME PER DENTIST	169,240	104,000	150,000	212,500	97,750	227
GROSS INCOME PER OWNER	280,790	150,500	250,000	360,000	169,640	227
GROSS PER PRACTICE HOUR	103.21	58.02	84.25	122.33	88.15	227
GROSS PER HOUR / DENTIST	46.72	26.18	39.06	52.70	43.34	227
GROSS PER VISIT	90.78	54.76	81.63	113.96	57.48	163
GROSS PER VISIT / DENTIST	40.41	23.57	34.48	50.40	26.14	163
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	386,580	220,000	304,220	476,250	312,860	176
GROSS INCOME PER DENTIST	161,770	100,750	150,000	197,200	90,230	176
GROSS INCOME PER OWNER	275,100	150,660	250,000	350,000	172,200	176
GROSS PER PRACTICE HOUR	96.92	57.04	81.51	115.29	87.72	176
GROSS PER HOUR / DENTIST	44.11	25.04	38.37	51.82	42.89	176
GROSS PER VISIT	89.76	54.76	81.73	113.96	57.26	126
GROSS PER VISIT / DENTIST	39.94	24.29	34.17	50.00	25.19	126
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	572,370	256,000	400,000	750,000	431,210	51
GROSS INCOME PER DENTIST	220,760	116,670	167,500	279,360	113,270	51
GROSS INCOME PER OWNER	320,060	150,000	279,360	480,000	158.790	51
GROSS PER PRACTICE HOUR	146.60	78.66	118.52	187.82	82.89	51
GROSS PER HOUR / DENTIST	64.76	31.25	43.83	78.45	42.71	51
GROSS PER VISIT	97.74	52.11	75.91	112.50	58.74	37
GROSS PER VISIT / DENTIST	43.61	19.95	36.76	55.17	29.39	37

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRIMARY PRACTICE EXPENSES IN UNINCORPORATED PRACTICES

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	$242,400	$120,000	$191,000	$286,470	$221,830	163
EXPENSES PER DENTIST	100,460	57,000	88,000	130,100	63,050	163
EXPENSES PER OWNER	175,580	77,750	144,120	240,800	133,990	163
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	230,260	115,000	189,000	285,550	191,930	127
EXPENSES PER DENTIST	97,730	56,000	87,330	127,750	61,970	127
EXPENSES PER OWNER	175,730	78,000	148,360	240,800	140,700	127
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	327,970	128,050	214,860	390,060	299,980	36
EXPENSES PER DENTIST	119,730	64.030	101,470	166,960	65,690	36
EXPENSES PER OWNER	174,540	72,750	133,640	247,730	108,750	36

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS IN UNINCORPORATED PRACTICE EXCLUDING INDEPENDENT CONTRACTORS

PRACTICE EXPENSES AS A PERCENTAGE OF
GROSS INCOME AMONG ALL DENTISTS IN UNINCORPORATED PRACTICE

EXPENSES AS A PERCENTAGE OF TOTAL GROSS INCOME:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT OR MORTGAGE	5.5	4.9	121	7.4	3.9	40	5.8	4.7	161
EMPLOYEE WAGES	20.1	7.5	139	17.5	5.2	34	19.8	7.2	173
EMPLOYED DENTIST WAGES	5.6	7.8	126	3.3	4.3	38	5.3	7.2	164
EMPLOYEE TAXES	5.7	7.9	114	7.0	6.9	25	5.9	7.7	139
FRINGE BENEFIT PAYMENTS	1.7	2.2	106	3.0	3.5	27	1.8	2.5	133
DENTAL SUPPLIES	6.5	5.4	135	6.8	3.6	33	6.5	5.1	168
OFFICE SUPPLIES	2.3	1.9	134	2.1	0.8	33	2.2	1.8	167
LAB CHARGES	8.5	3.6	136	1.2	1.2	31	7.7	4.0	167
ADVERTISING EXPENSES	0.9	1.8	126	0.4	0.3	28	0.8	1.6	154
MALPRACTICE INSURANCE	1.3	1.0	136	2.7	2.7	39	1.5	1.6	175

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRIMARY PRACTICE GROSS INCOME IN INCORPORATED PRACTICE

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	$685,590	$360,000	$550,000	$833,920	$471,420	329
GROSS INCOME PER DENTIST	233,390	152,500	212,500	300,000	113,460	329
GROSS INCOME PER OWNER	407,870	250,000	375,000	500,000	228,430	329
GROSS PER PRACTICE HOUR	139.27	88.54	120.38	167.61	102.86	329
GROSS PER HOUR / DENTIST	54.93	27.83	48.00	69.44	38.19	329
GROSS PER VISIT	116.21	68.17	102.04	141.11	76.59	248
GROSS PER VISIT / DENTIST	44.89	24.23	35.71	60.03	29.00	248
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	613,270	325,000	497,000	774,000	437,800	196
GROSS INCOME PER DENTIST	207,310	139,050	198,500	261,130	105,310	196
GROSS INCOME PER OWNER	389,910	241,250	338,250	480,000	262,260	196
GROSS PER PRACTICE HOUR	119.31	80.83	107.26	144.72	73.92	196
GROSS PER HOUR / DENTIST	47.25	24.98	44.64	63.38	32.16	196
GROSS PER VISIT	112.29	70.34	97.55	137.07	85.15	144
GROSS PER VISIT / DENTIST	43.25	23.52	36.25	57.80	31.21	144
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRACTICE GROSS INCOME	898,590	485,000	740,000	1,100,000	481,990	133
GROSS INCOME PER DENTIST	310,180	205,440	296,800	400,000	104,050	133
GROSS INCOME PER OWNER	460,760	316,000	425,000	560,000	160,580	133
GROSS PER PRACTICE HOUR	198.05	115.94	165.68	229.01	124.17	133
GROSS PER HOUR / DENTIST	77.58	45.97	67.93	95.56	41.00	133
GROSS PER VISIT	127.04	60.92	109.42	169.40	62.50	104
GROSS PER VISIT / DENTIST	49.44	24.86	35.40	70.45	25.44	104

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS IN INCORPORATED PRACTICE EXCLUDING INDEPENDENT CONTRACTORS

PRIMARY PRACTICE EXPENSES IN INCORPORATED PRACTICE

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	$604,970	$304,850	$482,090	$755,000	$420,840	236
EXPENSES PER DENTIST	145,990	88,000	130,000	187,250	82,860	209
EXPENSES PER OWNER	272,220	146,350	230,000	353,500	208,810	209
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	546,320	295,000	450,000	700,000	405,270	135
EXPENSES PER DENTIST	135,180	84,860	125,270	179,460	73,960	120
EXPENSES PER OWNER	271,210	143,960	213,910	344,880	246,910	120
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
TOTAL PRACTICE EXPENSES	761,630	405,000	550,000	1,032,950	419,140	101
EXPENSES PER DENTIST	175,100	96,000	151,600	232,460	90,150	89
EXPENSES PER OWNER	274,950	150,000	246,300	368,020	143,560	89

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES AS A PERCENTAGE OF GROSS INCOME AMONG ALL DENTISTS IN INCORPORATED PRACTICE

EXPENSES AS A PERCENTAGE OF TOTAL GROSS INCOME:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT OR MORTGAGE	5.4	3.0	141	6.0	2.9	88	5.5	3.0	229
EMPLOYEE WAGES	21.1	6.8	141	20.2	6.7	99	20.9	6.8	240
EMPLOYED DENTIST WAGES	6.1	9.0	141	5.1	5.9	103	5.8	7.9	244
EMPLOYEE TAXES	6.8	6.0	111	7.6	7.3	72	7.0	6.5	183
SHAREHOLDER SALARIES	29.0	13.1	135	33.9	11.5	95	30.3	12.6	230
FRINGE BENEFIT PAYMENTS	3.4	3.5	120	4.7	3.4	84	3.7	3.5	204
DENTAL SUPPLIES	5.9	2.9	136	6.3	4.4	90	6.0	3.6	226
OFFICE SUPPLIES	2.0	1.8	136	2.3	1.5	88	2.1	1.7	224
LAB CHARGES	8.7	3.7	142	2.0	3.5	85	7.1	4.6	227
ADVERTISING EXPENSES	0.8	1.2	134	0.5	0.7	85	0.7	1.0	219
MALPRACTICE INSURANCE	1.1	0.9	145	2.2	2.3	93	1.4	1.6	238

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF GROSS INCOME ACCOUNTED FOR BY EXPENSES

	TYPE OF PRACTICE								
	UNINCORPORATED			INCORPORATED			ALL		
TYPE OF DENTIST	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
GENERAL PRACTITIONER	61.4	14.5	119	61.9	19.7	115	61.7	17.2	234
SPECIALIST	56.0	11.9	35	55.3	18.0	73	55.6	16.2	108
ALL (WEIGHTED)	60.7	14.0	154	60.3	19.2	188	60.5	17.0	342

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	$92,100	$50,000	$78,000	$120,000	$62,400	769
ALL PRIVATE PRACTICES	93,700	50,000	80,000	120,000	62,640	765
ALL DENTAL SOURCES	94,680	50,000	81,000	120,000	62,730	747
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	81,450	45,000	70,000	100,500	55,700	523
ALL PRIVATE PRACTICES	83,020	48,000	72,000	104,000	56,500	521
ALL DENTAL SOURCES	84,220	48,000	74,000	105,000	56,430	516
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	137,340	80,000	111,380	175,000	63,790	246
ALL PRIVATE PRACTICES	139,290	85,250	115,660	180,000	62,930	244
ALL DENTAL SOURCES	141,390	90,000	120,000	180,000	63,430	231

PRIMARY PRIVATE PRACTICE NET INCOME FOR ALL NONSOLO DENTISTS BY SIZE OF PRACTICE

NUMBER OF DENTISTS IN THE PRACTICE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
TWO	$78,770	$51,620	327	$133,500	$64,360	143	$88,590	$59,630	470
THREE	84,520	57,860	90	145,300	60,730	60	99,730	64,260	150
FOUR OR MORE	87,110	65,110	106	139,020	66,810	43	95,870	68,310	149

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

OWNER DENTISTS' NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	$105,260	$62,000	$90,500	$130,000	$62,340	596
ALL PRIVATE PRACTICES	106,650	63,290	95,000	130,000	62,960	592
ALL DENTAL SOURCES	107,540	65,000	96,000	130,000	63,040	578
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	94,580	59,000	85,000	122,000	56,400	387
ALL PRIVATE PRACTICES	95,870	60,000	88,250	125,000	57,820	385
ALL DENTAL SOURCES	97,000	60,000	89,500	125,000	57,610	382
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	144,810	90,000	120,000	195,000	63,360	209
ALL PRIVATE PRACTICES	146,740	90,000	125,000	199,000	62,530	207
ALL DENTAL SOURCES	148,620	94,000	125,000	198,000	63,220	196

PRIMARY PRIVATE PRACTICE NET INCOME FOR NONSOLO OWNER DENTISTS BY SIZE OF PRACTICE

NUMBER OF DENTISTS IN THE PRACTICE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
TWO	$88,790	$51,960	257	$137,600	$64,320	128	$98,530	$59,580	385
THREE	100,740	56,450	66	151,300	60,810	55	115,620	62,340	121
FOUR +	111,450	68,370	64	--[1]	--	26	--	--	90

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

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[1] There were too few specialists in this category to allow for reliable statistical analysis.

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES FOR GENERAL PRACTITIONERS WHO WORK AS EMPLOYED DENTISTS OR INDEPENDENT CONTRACTORS[2]

EMPLOYED DENTISTS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRIMARY PRIVATE PRACTICE	$41,680	$27,460	$39,500	$50,000	$25,270	74
ALL PRIVATE PRACTICES	44,330	30,000	42,000	55,000	25,070	74
ALL DENTAL SOURCES	44,810	30,000	42,400	55,000	25,220	73
INDEPENDENT CONTRACTORS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRIMARY PRIVATE PRACTICE	46,960	35,000	45,000	62,000	24,330	62
ALL PRIVATE PRACTICES	49,410	35,000	48,000	65,000	24,630	62
ALL DENTAL SOURCES	51,350	35,000	48,000	65,000	25,690	61

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

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[2] There were too few specialists in these categories to allow for reliable statistical analysis.

SOLO DENTISTS

Nearly two thirds (64.8%) of solo dentists are sole proprietors of unincorporated practices. Among solo general practitioners, 69.6% are unincopoorated sole proprietors, however, among specialists, only 43.0% of the dentists are in unincorporated practice. In contrast, 57.0% of specialists run incorporated practices while only 30.4% of general practitioners have incorporated their practices.

Dentists in solo practice were an average of 46.4 years of age, and half had graduated from dental school after 1971. Solo general practitioners averaged 46.4 years of age, and solo specialists averaged 46.6 years of age. Solo dentists spent an average of 47.8 weeks per year and 37.9 hours per week in the practice. They spent 33.6 of these weekly hours treating patients.

Solo dentists treated an average of 64.7 patient visits per week (excluding hygienist visits). Solo specialists reported treating more patients weekly (98.1) than did solo general practitioners (57.5). On an hourly basis, solo dentists treated an average of 1.7 patients. Solo specialists reported a slightly higher average, 2.7 patients per hour, and solo general practitioners reported an average of 1.5 patients.

Solo dentists estimated that approximately half (49.4%) of patients earned between $15,000 and $34,999 annually and that 37.2% earned over $35,000 annually. These percentages were similar among solo general practitioners, but solo specialists estimated a higher percentage of patients as earning over $35,000 annually (45.7%). Dentists estimated that approximately sixty percent (62.2%) of their patients were covered by private insurance programs and that about 32.5% were not covered by any insurance.

Slightly less than half (48.8%) of solo dentists reported employing four or more non-dentist staff. This percentage was similar among solo general practitioners (46.8%) and was higher among solo specialists (58.3%).

Solo dentists reported an average annual practice gross income of $245,710. Average gross income for solo specialists was higher, $326,090, and average gross income for solo general practitioners was $229,590. Dentists estimated that an average of one half (49.4%) of gross income was paid by private insurance and that an average of 45.3% was paid by direct patient payment. Government programs comprised an average of 4.5% of total gross income payments.

Total practice expenses for all solo dentists averaged $169,140. This accounted for an average of 56.8% of gross billings. (This figure excludes shareholder salaries from the total practices expenses of an incorporated practice.) Of the total gross income, 19.9% was accounted for by wage payments to non-dentist employees among dentists with employees, 8.7% went to laboratory charges among dentists reporting lab charges, and 6.4% was allotted to purchases of dental supplies. Among dentists renting their office space, rent accounted for an average of 6.7% of gross income. Among dentists owning their offices, mortgage payments accounted for an average of 7.2% of gross income.

Solo dentists earned an average net income of $85,860 from a primary private practice. Solo general practitioners reported an average of $78,110, while solo specialists reported an average of $122,190. This compares to $98,530 earned by all nonsolo dentists in two dentist practices, $88,790 earned by nonsolo general practitioners in two dentist practices, and $137,600 earned by nonsolo specialists in two dentist practices.

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR, UNINCORPORATED PRACTICE	69.6	1073	43.0	144	64.8	1217
SOLE PROPRIETOR, INCOPORATED PRACTICE	30.4	469	57.0	191	35.2	660
ALL - WEIGHTED	100.0	1542	100.0	335	100.0	1877

AGE BY GENDER AND DENTIST TYPE
GRADUATION YEAR BY DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GENDER	AGE			AGE			AGE		
MALE	46.6	45.0	1250	46.8	45.0	538	46.7	45.0	1788
FEMALE	36.9	36.0	35	41.5	37.5	20	38.0	36.0	55
ALL	46.4	44.0	1285	46.6	45.0	558	46.4	45.0	1843
	GRADUATION YEAR			GRADUATION YEAR			GRADUATION YEAR		
ALL	70	72	1285	69	70	558	69	71	1843

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF FULL- OR PART-TIME PERSONNEL

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	3.7	53	1.0	3	3.2	56
ONE EMPLOYEE	11.3	161	7.5	23	10.7	184
TWO EMPLOYEES	18.1	257	14.6	44	17.5	301
THREE EMPLOYEES	20.1	284	18.7	57	19.8	341
FOUR EMPLOYEES	17.5	248	20.5	62	18.0	311
FIVE OR MORE EMPLOYEES	29.3	415	37.8	115	30.8	530
ALL	100.0	1418	100.0	305	100.0	1723

EMPLOYMENT OF FULL- OR PART-TIME ASSISTANTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	11.0	158	5.0	16	10.0	174
ONE ASSISTANT	51.4	737	34.3	106	48.3	843
TWO ASSISTANTS	30.0	429	31.0	96	30.1	526
THREE ASSISTANTS	6.2	89	17.6	55	8.2	143
FOUR OR MORE ASSISTANTS	1.4	20	12.0	37	3.3	58
ALL	100.0	1434	100.0	310	100.0	1743

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF FULL- OR PART-TIME HYGIENISTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	40.9	587	77.5	241	47.4	828
ONE HYGIENIST	35.5	509	11.6	36	31.2	545
TWO HYGIENISTS	19.7	282	6.7	21	17.4	303
THREE HYGIENISTS	3.6	52	2.3	7	3.4	59
FOUR OR MORE HYGIENISTS	0.3	5	1.9	6	0.6	11
ALL	100.0	1434	100.0	312	100.0	1745

EMPLOYMENT OF FULL- OR PART-TIME SECRETARIES AND/OR RECEPTIONISTS

PERCENTAGE OF DENTISTS WITH THE FOLLOWING NUMBER OF FULL- OR PART-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	20.3	290	9.9	31	18.4	321
ONE SECRETARY	62.5	896	60.5	188	62.2	1084
TWO SECRETARIES	15.3	220	22.6	70	16.6	290
THREE SECRETARIES	1.5	22	5.0	16	2.1	37
FOUR OR MORE SECRETARIES	0.4	6	1.9	6	0.7	12
ALL	100.0	1434	100.0	310	100.0	1744

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

WEEKS AND HOURS IN PRACTICE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
WEEKS PER YEAR SPENT IN THE OFFICE	47.9	4.9	1285	47.4	3.3	558	47.8	4.5	1843
HOURS PER WEEK SPENT IN THE OFFICE	37.9	9.3	1285	37.7	7.0	558	37.9	8.7	1843
HOURS PER WEEK TREATING PATIENTS	33.8	8.2	1285	32.6	6.4	558	33.6	7.7	1843

NUMBER OF PATIENT VISITS TO THE DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
PATIENT VISITS PER WEEK (EXCLUDING HYGIENIST VISITS)	57.5	27.6	1185	98.1	53.7	510	64.7	40.6	1695
PATIENT VISITS PER WEEK (INCLUDING HYGIENIST VISITS)	78.5	42.6	1118	108.2	53.7	487	83.9	47.6	1605
PATIENT VISITS PER YEAR (EXCLUDING HYGIENIST VISITS)	2762.0	1371.4	1185	4629.5	2498.8	510	3092.9	1925.9	1695
PATIENT VISITS PER YEAR (INCLUDING HYGIENIST VISITS)	3781.2	2095.9	1118	5123.2	2521.2	487	4021.3	2292.3	1605
PATIENTS TREATED PER HOUR (EXCLUDING HYGIENIST VISITS)	1.5	0.7	1185	2.7	1.4	510	1.7	1.1	1695

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 15 YEARS OF AGE	17.7	1114	40.6	496	21.9	1610
15 TO 65 YEARS OF AGE	62.7	1114	49.2	497	60.3	1611
65 OR MORE YEARS OF AGE	19.5	1114	10.1	497	17.8	1611

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
UNDER $15,000	14.5	1025	8.6	431	13.5	1456
$15,000 TO $34,999	50.1	1025	45.7	431	49.4	1456
$35,000 OR MORE	35.4	1025	45.7	431	37.2	1456

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE INSURANCE	62.6	1113	60.6	479	62.2	1592
GOVERNMENT PROGRAM	5.5	1112	4.3	479	5.3	1591
NO INSURANCE PROGRAM	31.9	1112	35.1	479	32.5	1591

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PATIENT GENDER DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
MALE	43.2	1097	44.2	472	43.4	1569
FEMALE	56.8	1097	55.8	472	56.6	1569

PATIENT TRAVEL TIME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHOSE TRAVEL TIME TO THE DENTIST'S OFFICE IS:	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE TO TEN MINUTES	41.0	1065	33.8	466	39.7	1531
ELEVEN TO THIRTY-NINE MINUTES	47.6	1065	51.8	466	48.3	1531
FORTY MINUTES OR MORE	11.4	1065	14.4	466	11.9	1531

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOURCES OF GROSS INCOME

PERCENTAGE OF GROSS INCOME PAID BY:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
DIRECT PATIENT PAYMENT	43.3	22.5	1009	54.6	21.0	437	45.3	22.5	1446
GOVERNMENT PROGRAMS	4.7	10.8	1012	3.9	6.8	437	4.5	9.7	1449
PRIVATE INSURANCE	51.2	21.8	1010	41.0	19.5	437	49.4	21.5	1447
OTHER SOURCES	0.8	4.2	1011	0.6	2.7	436	0.8	3.8	1447

PRIMARY PRACTICE GROSS INCOME AND EXPENSES

ALL DENTISTS - WEIGHTED	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	$245,710	$144,000	$228,000	$318,000	$138,860	1356
GROSS INCOME PER PRACTICE HOUR	140.14	81.07	123.30	175.00	108.90	1356
GROSS INCOME PER VISIT	92.17	52.19	76.73	113.33	70.83	1334
TOTAL PRACTICE EXPENSES	169,140	75,000	135,780	223,000	128,440	1086
GENERAL PRACTITIONERS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	229,590	140,000	210,000	300,000	132,070	968
GROSS INCOME PER PRACTICE HOUR	130.54	77.86	113.87	160.80	114.85	968
GROSS INCOME PER VISIT	91.74	52.79	77.78	112.90	76.69	954
TOTAL PRACTICE EXPENSES	154,360	70,780	128,300	207,000	123,460	766
SPECIALISTS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	326,090	200,000	300,000	417,500	138,790	388
GROSS INCOME PER PRACTICE HOUR	187.99	113.87	169.62	237.25	83.13	388
GROSS INCOME PER VISIT	94.34	49.01	71.86	114.89	53.41	380
TOTAL PRACTICE EXPENSES	239,840	110,000	200,000	350,000	126,180	320

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES AS A PERCENTAGE OF GROSS INCOME AMONG DENTISTS REPORTING SPECIFIC EXPENSES

EXPENSES AS A PERCENT OF GROSS INCOME AMONG DENTISTS REPORTING:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT AMONG RENTERS	6.5	5.8	659	7.3	3.9	316	6.7	5.3	975
MORTGAGE AMONG OWNERS	7.3	6.8	240	6.4	4.0	56	7.2	6.4	296
EMPLOYEE WAGES AMONG DENTISTS WITH EMPLOYEES	20.1	11.2	788	18.8	5.4	315	19.9	9.9	1103
EMPLOYEE TAXES AMONG DENTISTS WITH EMPLOYEES	6.3	7.4	596	6.7	4.8	236	6.3	6.7	832
SHAREHOLDER DENTIST SALARIES IN INCORPORATED PRACTICES	30.4	13.4	240	34.7	10.8	174	31.5	12.5	414
FRINGE BENEFIT PAYMENTS AMONG DENTISTS PAYING FRINGE BENEFITS	2.9	3.5	454	4.4	3.0	202	3.2	3.4	656
DENTAL SUPPLIES	6.3	4.4	776	7.1	4.6	311	6.4	4.4	1087
OFFICE SUPPLIES	2.4	2.2	748	2.8	1.8	299	2.4	2.1	1047
LAB CHARGES AMONG DENTISTS USING LABS	9.3	4.6	783	3.3	3.1	185	8.7	4.7	968
ADVERTISING EXPENSES AMONG DENTISTS WHO ADVERTISE	1.1	1.6	489	1.0	0.8	182	1.1	1.5	671
MALPRACTICE INSURANCE AMONG DENTISTS WITH INSURANCE	1.6	1.6	769	2.1	2.1	313	1.7	1.8	1082

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE GROSS INCOME AND EXPENSES - UNINCORPORATED PRACTICE

ALL DENTISTS - WEIGHTED	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	$204,280	$123,110	$189,000	$265,000	$109,800	827
GROSS INCOME PER PRACTICE HOUR	114.54	69.44	101.82	145.01	68.72	827
GROSS INCOME PER VISIT	82.89	49.02	70.03	104.17	55.56	816
TOTAL PRACTICE EXPENSES	114,220	61,810	100,000	155,000	71,680	677
GENERAL PRACTITIONERS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	197,580	120,720	180,000	259,750	107,810	656
GROSS INCOME PER PRACTICE HOUR	109.81	67.96	98.98	138.74	67.95	656
GROSS INCOME PER VISIT	82.16	49.03	69.84	103.75	58.14	648
TOTAL PRACTICE EXPENSES	112,470	61,000	99,490	154,800	73,880	541
SPECIALISTS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	255,670	150,000	243,000	330,000	109.510	171
GROSS INCOME PER PRACTICE HOUR	150.77	88.89	136.78	186.01	65.26	171
GROSS INCOME PER VISIT	88.46	49.00	70.30	111.11	44.13	168
TOTAL PRACTICE EXPENSES	128,080	73,040	113,390	165,280	61,340	136

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES AS A PERCENTAGE OF GROSS INCOME AMONG ALL DENTISTS IN UNINCORPORATED PRACTICE

EXPENSES AS A PERCENTAGE OF TOTAL GROSS INCOME:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT OR MORTGAGE	6.7	6.7	492	8.1	5.0	128	6.8	6.4	620
EMPLOYEE WAGES	19.1	12.9	560	17.8	5.8	140	19.0	11.8	700
EMPLOYEE TAXES	5.5	7.3	435	5.3	4.0	100	5.4	6.8	535
FRINGE BENEFIT PAYMENTS	1.5	2.5	442	2.1	2.4	104	1.6	2.5	546
DENTAL SUPPLIES	6.3	4.3	539	7.6	5.8	134	6.5	4.6	673
OFFICE SUPPLIES	2.4	2.2	516	3.1	2.2	127	2.5	2.2	643
LAB CHARGES	9.3	4.7	545	2.5	3.0	124	8.6	4.9	669
ADVERTISING EXPENSES	0.8	1.5	507	0.7	0.7	118	0.8	1.4	625
MALPRACTICE INSURANCE	1.6	1.6	552	2.8	2.7	137	1.7	1.9	689

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRIMARY PRACTICE GROSS INCOME AND EXPENSES - INCORPORATED PRACTICE

ALL DENTISTS - WEIGHTED	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	$318,770	$215,000	$300,000	$398,680	$150,440	529
GROSS INCOME PER PRACTICE HOUR	185.29	116.62	160.00	226.22	141.41	529
GROSS INCOME PER VISIT	108.66	61.65	92.26	130.44	87.53	518
TOTAL PRACTICE EXPENSES	274,640	170,700	252,700	361,590	139,930	409
GENERAL PRACTITIONERS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	296,910	205,000	281,000	364,750	147,340	312
GROSS INCOME PER PRACTICE HOUR	174.14	108.33	149.33	211.67	167.08	312
GROSS INCOME PER VISIT	112.01	68.48	96.46	132.90	102.35	306
TOTAL PRACTICE EXPENSES	255,070	168,000	238,650	338,000	146,920	225
SPECIALISTS	MEAN	1ST Q	MEDIAN	3RD Q	S.D.	N
PRACTICE GROSS INCOME	381,580	250,000	350,580	465,000	144,420	217
GROSS INCOME PER PRACTICE HOUR	217.33	140.63	198.25	260.42	88.61	217
GROSS INCOME PER VISIT	99.00	49.39	74.18	118.41	59.61	212
TOTAL PRACTICE EXPENSES	322,440	200,000	309,050	423,580	123,650	184

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES AS A PERCENTAGE OF GROSS INCOME AMONG ALL DENTISTS IN INCORPORATED PRACTICE

EXPENSES AS A PERCENTAGE OF TOTAL GROSS INCOME:	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
RENT OR MORTGAGE	6.5	4.7	250	6.9	3.0	173	6.6	4.1	423
EMPLOYEE WAGES	20.7	7.7	248	19.1	5.5	179	20.2	6.9	427
EMPLOYEE TAXES	7.0	7.4	193	7.5	5.1	140	7.2	6.5	333
SHAREHOLDER SALARIES	30.4	13.4	240	34.7	10.8	174	31.5	12.5	414
FRINGE BENEFIT PAYMENTS	3.4	4.1	199	4.6	3.1	146	3.7	3.8	345
DENTAL SUPPLIES	6.0	4.5	237	6.8	3.4	177	6.2	4.1	414
OFFICE SUPPLIES	2.2	2.4	232	2.6	1.5	172	2.3	2.1	404
LAB CHARGES	9.2	4.4	241	1.9	2.5	155	7.4	4.9	396
ADVERTISING EXPENSES	0.7	1.2	216	0.6	0.8	158	0.7	1.1	374
MALPRACTICE INSURANCE	1.3	1.7	236	1.6	1.3	179	1.4	1.6	415

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF GROSS INCOME ACCOUNTED FOR BY EXPENSES

TYPE OF DENTIST	TYPE OF PRACTICE								
	UNINCORPORATED			INCORPORATED			ALL		
	PERCENT	S.D.	N	PERCENT	S.D.	N	PERCENT	S.D.	N
GENERAL PRACTITIONER	57.7	16.8	503	57.0	22.2	196	57.5	18.4	699
SPECIALIST	54.5	14.4	124	51.9	17.7	146	53.1	16.3	270
ALL (WEIGHTED)	57.4	16.4	627	55.6	20.5	342	56.8	17.9	969

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

ALL DENTISTS - WEIGHTED	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	$85,860	$50,000	$75,000	$108,000	$56,060	1515
ALL PRIVATE PRACTICES	86,670	50,000	75,000	110,000	55,930	1514
ALL DENTAL SOURCES	87,450	50,000	75,000	110,000	56,000	1486
GENERAL PRACTITIONERS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	78,110	50,000	70,000	100,000	50,040	1062
ALL PRIVATE PRACTICES	78,760	50,000	70,000	100,000	49,840	1061
ALL DENTAL SOURCES	79,420	50,000	71,000	100,000	49,680	1049
SPECIALISTS	*MEAN*	*1ST Q*	*MEDIAN*	*3RD Q*	*S.D.*	*N*
PRIMARY PRIVATE PRACTICE	122,190	65,000	105,000	156,000	60,710	453
ALL PRIVATE PRACTICES	123,740	66,570	105,930	160,000	60,360	453
ALL DENTAL SOURCES	125,970	70,000	107,000	160,000	60,580	437

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

ADA

American
Dental
Association

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1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), **please** give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify________________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify________________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

	Primary Practice	Secondary Practice
The average number of:		
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)	Primary Practice Percentage of Time Treating Patients Per Week
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989. __________ minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	____
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	____

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	____	____
b. Specialists	____	____

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	____	____
b. Chairside assistant(s)	____	____
c. Secretary/receptionist(s)*	____	____
d. Dental laboratory technician(s)	____	____
e. Bookkeeper, business personnel	____	____
f. Other, please specify ____	____	____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	____	____
Chairside assistants	____	____

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	____	____
Chairside assistants	____	____

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist ____ weeks, on average
Chairside assistant ____ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$____/hour
b. Chairside assistant	$____/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (In dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$____	____	____	____	____	____	____
Position #2	☐	$____	____	____	____	____	____	____
Chairside assistant(s):								
Position #1	☐	$____	____	____	____	____	____	____
Position #2	☐	$____	____	____	____	____	____	____
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ______

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes	1
No (Skip to question 19.)	2

b. If yes, how many total office locations were there? ______

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? ______ operatories

b. what was the total square feet of office space? ______ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	**Entire Primary Practice**
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? ______ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait**:

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $15,000?	______%
$15,000 to 34,999?	______%
$35,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? $______

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) $______

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$______
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total employee taxes for both dentist and non-dentist employees	$______
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$______
g. Total cost of fringe benefits (including all dentists and staff)	$______
h. Dental supplies	$______
i. Office supplies	$______
j. Commercial dental laboratory charges	$______
k. Advertising expenses	$______
l. Malpractice insurance premiums	$______
m. ALL OTHER EXPENSES	$______
n. **Total professional expenses of operating the entire primary practice during 1989**	$______

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

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The 1990 Survey of Dental Practice

Employment of Dental Practice Personnel

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HIGHLIGHTS

- Most (90.1%) independent dentists employed at least one non-dentist staff person on a full- or part-time basis; almost all (92.2%) employed at least one chairside assistant; 85.4% employed at least one secretary; nearly sixty percent (57.2%) employed at least one dental hygienist; just under one third (32.5%) employed at least one bookkeeper, and 8.0% employed at least one dental laboratory technician.

- Among independent dentists who employed dental hygienists, the average practice employed 1.3 full-or part-time hygienists per dentist. Among dentists employing chairside assistants, the average number of chairside assistants (full- or part-time) per dentist was 1.5.

- Among independent dentists, 32.4% employed at least one full-time dental hygienist and 38.3% employed at least one part-time hygienist. Eighty percent of independent dentists (79.9%) employed at least one full-time chairside assistant, and 33.1% employed at least one part-time assistant. Three quarters (75.4%) employed at least one full-time secretary, and 23.0% employed at least one part-time secretary. Only 5.8% employed at least one full-time dental laboratory technician, and even fewer (2.8%) employed at least one part-time technician.

- There are some differences in the employment practices of independent general practitioners and independent specialists. Among the general practitioners, 64.7% employed at least one full-or part-time dental hygienist; only 25.6% of independent specialists employed hygienists. Just under one half (48.3%) of the general practitioners employed one full-time assistant (with only 30.5% employing more than one full-time assistant), while over half of the specialists (55.9%) employed two or more full-time assistants (and only 29.1% employing one full-time assistant). A greater percentage of specialists (17.8%) than general practitioners (5.7%) employed at least one full- or part-time laboratory technician. Employment patterns for secretaries and bookkeepers/business personnel were similar for independent specialists and general practitioners.

INTRODUCTION

This report summarizes the staff employment practices of private practitioners in the year 1989. Data was gathered in the 1990 Survey of Dental Practice and is analyzed for independent and solo dentists. Results are presented for total staff, dental hygienists, chairside assistants, secretaries/receptionists, dental laboratory technicians, and bookkeepers/business personnel. **For these analyses, dentists employed by the practice are not considered part of the staff.**

For all types of dental personnel, statistics presented describe the percentages of dentists employing full- and part-time staff and the mean number of staff persons per dentist. For dental hygienists and chairside assistants, the information provided includes: the percentage of dentists employing staff (full- or part-time), the length of employment and prior experience of that staff, the weekly and hourly salaries of these staff, and the mean number of personnel per dentist. In addition, the dental hygienist section details the number of patients treated by dental hygienists weekly. Summarized in the text section are figures regarding employment opportunities for chairside assistants and dental hygienists as well as average starting salaries paid to these personnel. Tables present figures for general practitioners and specialists separately, as well as for all dentists combined. The combined figures are weighted to reflect the population ratio of general practitioners and specialists.

INDEPENDENT DENTISTS

ALL STAFF

Almost all independent dentists (90.1%) employed some full- or part-time staff. Approximately forty percent (40.7%) employed one or two staff persons, 40.1% employed three to six staff persons, and the remaining 9.4% employed seven or more staff members. Among specialists, a lower percentage (only 7.2%) had no employees, and a higher percentage (17.9%) had seven or more employees. Among general practitioners, 10.5% had no employees and only 7.4% had seven or more employees.

A greater percentage of independent dentists employed at least one part-time staff person (97.6%) than employed at least one full-time staff person (63.9%). The average owner dentist employed 3.5 staff persons, at an average of 2.3 full-time and 1.2 part-time employees. Specialists tended to employ more staff persons (at an average of 4.1 personnel) than did general practitioners (at an average of 3.4 personnel). Examining only independent dentists with employees, all dentists employed an average of 3.6 staff persons; general practitioners employed an average of 3.4 staff persons, and specialists, an average of 4.2 staff persons.

DENTAL HYGIENISTS

Over half (57.2%) of independent dentists employed at least one full- or part-time dental hygienist. However, only one-quarter of specialists (25.6%) employed at least one dental hygienist, while nearly two-thirds of independent general practitioners (64.7%) employed hygienists.

Approximately the same percentage of dentists employed part-time dental hygienists as employed full-time dental hygienists. Overall, 32.4% of the independent dentists employed at least one full-time and 38.3% employed at least one part-time dental hygienist. Again, fewer specialists than general practitioners employed dental hygienists.

Among all independent dentists, an average of 0.7 hygienists were employed by each dentist. This represents 0.3 full-time and 0.4 part-time hygienists per dentist. Among dentists employing hygienists, the average number of hygienists per dentist was 1.3, at an average of 0.9 full-time and 1.2 part-time hygienists per dentist.

Weekly, each dental hygienist treated an average of 27.1 patients. This figure was virtually the same regardless of the size of the practice. The total number of patients treated by all dental hygienists in a practice treated averaged 46.3 patients per week. The total number of appointments treated weekly was lower in solo practices than it was in nonsolo practices (corresponding to the lower number of hygienists).

The average length of a dental hygienist's employment in the current practice was 5.1 years. Average length of experience prior to employment in the current practice was 5.6 years. Total years of experience averaged ten and one-half years. Dental hygienists employed by independent general practitioners tended to have employment histories similar to dental hygienists employed by independent specialists.

The average weekly salary for a full-time (32 or more hours per week) dental hygienist was $580.20. Dental hygienists in solo practices tended to earn less per week ($547.20) than did dental hygienists employed in practices with three or more dentists ($642.80). The average hourly salary among all (full- or part-time) dental hygienists was $17.60.

CHAIRSIDE ASSISTANTS

Most independent dentists (92.2%) reported employing one or more full- or part-time chairside assistant. The percentage was lower for independent general practitioners (91.3%) than it was for independent specialists (95.9%). On average, specialists tended to employ more chairside assistants than did general practitioners (2.0 per specialist versus 1.3 per general practitioner).

Eighty percent (79.9%) of all independent dentists employed at least one full-time chairside assistants. Among independent specialists, the percentage was 85.0%, and for general practitioners, 78.8%. One-third (33.1%) of all independent dentists employed part-time chairside assistants.

Independent dentists reported an average of 1.4 full- or part-time chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.0, and the average number of part-time assistants was 0.4. Among dentists who employed chairside assistants, the average number of full- or part-time assistants per dentist was 1.5.

Chairside assistants had an average of 4.8 years of experience in the current practice and 3.1 years prior experience. Total experience averaged 7.9 years among all independent dentists. Assistants in general practitioner and specialist practice reported similar employment histories.

The average weekly salary for a full-time chairside assistant was $322.50. Salaries were similar in solo and nonsolo practices but were slightly higher in specialist practices than they were in general practitioner practices. The average hourly salary paid to a full- or part-time assistant was $8.90.

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

One-half of independent dentists (52.3%) reported an open position for an assistant or dental hygienist during 1989. Openings were reported by 17.5% of the dentists for a full-time dental hygienist, 20.6% for a part-time dental hygienist, 37.1% for a full-time assistant, and 19.6% for a part-time assistant.

Among independent dentists who tried to hire dental hygienists (full- or part-time), 62.7% had one open position for a dental hygienist, 26.6% had two, 5.7% had three, and 5.0% had four or more open dental hygienist positions. Of this group, 57.6% hired one dental hygienist, 18.4% hired two, and 4.4% hired three or more full- or part-time dental hygienists. Twenty percent (19.6%) of the dentists trying to hire a dental hygienist did not succeed.

A dental hygienist position was open an average of 7.1 weeks. Three quarters (75.9%) of the dentists reported that the average length of time a dental hygienist position was open was under seven weeks. Ninety percent (90.1%) of the positions were filled in fifteen weeks or less.

The average starting salary for a dental hygienist with no prior experience was $15.20 an hour, with reported salaries ranging from four to thirty-five dollars per hour. The same average was reported among general practitioners and specialists.

Among independent dentists who tried to hire chairside assistants (full- or part-time), 46.3% had one open position, 34.0% had two open positions, 11.0% had three, and 8.7% had four or more open assistant positions. Of this group, 48.9% hired one, 30.4% hired two, 6.8% hired three, and 6.1% hired four or more full- or part-time assistants. Only seven percent (6.8%) of the dentists trying to hire an assistant did not succeed.

Among independent dentists with at least one open chairside assistant position, the average number of weeks the position was open was 3.6. In 82.3% of the cases, assistant positions were filled in four weeks or less. Ninety-five percent (95.2%) of the positions were filled in nine weeks or less.

Dentists reported that they would pay an average of $6.90 an hour for a chairside assistant with no prior experience. Reported starting salaries ranged from three to twenty dollars an hour. Starting salaries were not significantly different between general practitioners and specialists.

Twenty percent (19.1%) of independent general practitioners reported at least one opening for a full-time dental hygienist, and 32.7% needed at least one part-time dental hygienist. Among independent general practitioners trying to hire dental hygienists, 21.2% did not succeed, 59.1% hired one dental hygienist, and 19.7% hired two or more. Three-quarters (75.8%) of the positions were filled in under seven weeks.

A lower percentage of independent specialists reported open dental hygienist positions than did independent general practitioners (10.4% needed at least one full-time dental hygienist and 10.1% needed at least one part-time dental hygienist). However, only 9.5% of independent specialists trying to hire dental hygienists did not succeed.

Of the independent general practitioners in this sample, 35.1% reported at least one open position for a full-time assistant, and 18.9% needed at least one part-time assistant. Of those trying to hire full- or part-time assistants, only 9.3% reported positions that were left unfilled.

A slightly higher percentage of independent specialists reported open assistant positions than did independent general practitioners, (45.4% had at least one full-time opening; 32.4% had at least one part-time opening). Of the independent specialists trying to hire assistants, 51.1% hired one, 30.2% hired two, 9.4% hired three or more, and 9.3% were unsuccessful in locating an assistant. Among independent specialists with open chairside assistant positions, the position was open for an average of 3.6 weeks; 90.2% of the positions were filled in six week or less.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

NUMBER OF EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	10.5	202	7.2	32	9.9	234
ONE EMPLOYEE	18.2	349	10.6	47	16.7	397
TWO EMPLOYEES	25.7	494	16.6	74	24.0	569
THREE EMPLOYEES	17.8	342	18.2	82	17.9	424
FOUR EMPLOYEES	11.3	217	13.8	62	11.8	279
FIVE EMPLOYEES	5.1	99	0.9	44	6.0	143
SIX EMPLOYEES	4.0	77	5.9	26	4.4	103
SEVEN OR MORE EMPLOYEES	7.4	142	17.9	80	9.4	222
TOTAL	100.0	1921	100.0	449	100.0	2370

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

FULL-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	35.7	684	37.9	172	36.1	856
ONE EMPLOYEE	22.5	431	22.6	103	22.5	533
TWO EMPLOYEES	17.5	336	16.8	76	17.4	412
THREE EMPLOYEES	10.8	208	8.6	39	10.4	247
FOUR EMPLOYEES	6.4	122	7.0	32	6.5	154
FIVE EMPLOYEES	2.5	48	2.1	10	2.4	58
SIX EMPLOYEES	1.6	30	1.5	7	1.5	37
SEVEN OR MORE EMPLOYEES	2.9	56	3.4	16	3.0	72
TOTAL	100.0	1915	100.0	453	100.0	2368

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

PART-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	2.8	54	0.7	3	2.4	57
ONE EMPLOYEE	8.8	168	5.1	23	8.1	191
TWO EMPLOYEES	15.4	294	11.2	50	14.6	344
THREE EMPLOYEES	17.1	325	14.4	64	16.6	389
FOUR EMPLOYEES	15.6	298	16.3	73	15.7	370
FIVE EMPLOYEES	12.5	239	11.8	53	12.4	292
SIX EMPLOYEES	8.9	169	9.2	41	8.9	210
SEVEN OR MORE EMPLOYEES	18.8	359	31.4	140	21.2	499
TOTAL	100.0	1905	100.0	446	100.0	2351

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME EMPLOYEES PER DENTIST	3.4	2.0	1588	4.1	1.9	743	3.5	2.0	2331
FULL-TIME EMPLOYEES PER DENTIST	2.1	1.6	1601	2.9	1.5	748	2.3	1.6	2349
PART-TIME EMPLOYEES PER DENTIST	1.2	1.5	1596	1.2	1.2	755	1.2	1.4	2351

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME EMPLOYEES PER DENTIST	3.4	2.0	1543	4.2	1.9	738	3.6	2.0	2281
FULL-TIME EMPLOYEES PER DENTIST	2.4	1.5	1433	3.2	1.4	694	2.5	1.5	2127
PART-TIME EMPLOYEES PER DENTIST	1.9	1.4	1026	1.9	1.2	469	1.9	1.3	1495

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	35.3	681	74.4	340	42.8	1022
ONE HYGIENIST	33.5	647	10.2	47	29.0	693
TWO HYGIENISTS	20.6	398	7.0	32	18.0	430
THREE OR MORE HYGIENISTS	10.6	204	8.4	38	10.2	242
TOTAL	100.0	1930	100.0	457	100.0	2388

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

FULL-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	63.9	1233	83.6	382	67.6	1616
ONE HYGIENIST	27.8	536	9.2	42	24.2	578
TWO HYGIENISTS	6.8	132	3.5	16	6.2	148
THREE OR MORE HYGIENISTS	1.6	30	3.7	17	2.0	47
TOTAL	100.0	1932	100.0	457	100.0	2389

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	56.6	1092	83.5	382	61.7	1474
ONE HYGIENIST	27.2	524	9.1	41	23.7	566
TWO HYGIENISTS	12.2	235	4.3	20	10.7	255
THREE OR MORE HYGIENISTS	4.1	79	3.1	14	3.9	94
TOTAL	100.0	1930	100.0	457	100.0	2388

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.8	0.9	1609	0.4	0.7	762	0.7	0.8	2371
FULL-TIME HYGIENISTS PER DENTIST	0.3	0.6	1610	0.2	0.4	762	0.3	0.5	2372
PART-TIME HYGIENISTS PER DENTIST	0.5	0.8	1609	0.2	0.5	762	0.4	0.7	2371

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.3	0.7	1041	1.6	0.8	195	1.3	0.7	1236
FULL-TIME HYGIENISTS PER DENTIST	0.9	0.5	582	1.2	0.6	125	0.9	0.5	707
PART-TIME HYGIENISTS PER DENTIST	1.1	0.7	699	1.3	0.8	126	1.2	0.7	825

MEAN NUMBER OF PATIENTS TREATED BY EACH HYGIENIST WEEKLY

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	26.4	14.8	645	31.1	21.2	100	26.7	15.8	745
TWO DENTISTS	27.6	15.5	194	25.0	8.1	38	27.4	14.5	232
THREE + DENTISTS	29.1	16.2	115	26.9	13.3	26	28.9	15.7	141
ALL PRACTICES	27.0	15.1	954	29.0	17.9	164	27.1	15.6	1118

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF PATIENTS TREATED BY ALL HYGIENISTS WEEKLY

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	36.9	23.2	647	52.8	28.6	100	38.0	24.3	747
TWO DENTISTS	50.3	34.2	194	81.7	44.1	38	53.1	37.1	232
THREE + DENTISTS	78.5	59.8	115	95.1	67.2	26	80.2	61.2	141
ALL PRACTICES	44.6	35.3	956	66.2	42.5	164	46.3	37.0	1120

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
YEARS IN THE CURRENT PRACTICE	5.0	5.6	1232	5.4	4.0	234	5.1	5.4	1466
YEARS OF PRIOR EXPERIENCE	5.6	6.5	1213	5.3	4.4	236	5.6	6.2	1449
TOTAL YEARS OF EXPERIENCE	10.5	8.0	1194	10.7	5.7	229	10.5	7.7	1423

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$541.60	168.70	276	$594.30	156.60	65	$547.20	167.10	341
TWO DENTISTS	591.00	171.90	129	607.70	126.30	39	593.20	162.20	168
THREE + DENTISTS	648.50	182.40	116	601.30	131.60	32	642.80	173.00	148
ALL PRACTICES	577.60	178.60	521	599.80	141.80	136	580.20	171.70	657

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$17.40	7.50	740	$17.70	4.20	131	$17.40	7.10	871
TWO DENTISTS	17.10	5.00	254	18.20	4.30	58	17.20	4.90	312
THREE + DENTISTS	18.60	5.90	181	20.00	14.60	44	18.80	8.30	225
ALL PRACTICES	17.50	6.80	1175	18.20	7.40	233	17.60	6.90	1408

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

NUMBER OF ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	8.7	168	4.1	19	7.8	187
ONE ASSISTANT	42.8	825	26.0	118	39.6	944
TWO ASSISTANTS	31.4	606	26.5	121	30.5	727
THREE OR MORE ASSISTANTS	17.1	330	43.4	197	22.1	527
TOTAL	100.0	1929	100.0	455	100.0	2384

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

FULL-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	21.2	410	15.0	68	20.1	479
ONE ASSISTANT	48.3	932	29.1	133	44.6	1065
TWO ASSISTANTS	21.6	417	26.4	120	22.5	538
THREE OR MORE ASSISTANTS	8.9	172	29.5	134	12.8	306
TOTAL	100.0	1932	100.0	456	100.0	2387

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	68.0	1312	62.2	283	66.9	1596
ONE ASSISTANT	20.5	396	21.1	96	20.6	492
TWO ASSISTANTS	8.6	167	10.8	49	9.1	216
THREE OR MORE ASSISTANTS	2.8	54	5.9	27	3.4	81
TOTAL	100.0	1929	100.0	456	100.0	2385

MEAN ASSISTANTS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.3	0.9	1608	2.0	1.0	758	1.4	1.0	2366
FULL-TIME ASSISTANTS PER DENTIST	0.9	0.7	1610	1.5	0.9	759	1.0	0.8	2369
PART-TIME ASSISTANTS PER DENTIST	0.4	0.7	1608	0.5	0.7	759	0.4	0.7	2367

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.4	0.8	1468	2.1	1.0	727	1.5	0.9	2195
FULL-TIME ASSISTANTS PER DENTIST	1.2	0.6	1268	1.7	0.8	645	1.3	0.7	1913
PART-TIME ASSISTANTS PER DENTIST	1.1	0.7	514	1.3	0.7	287	1.2	0.7	801

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
YEARS IN THE CURRENT PRACTICE	4.7	5.7	1735	5.1	3.7	1045	4.8	5.0	2780
YEARS OF PRIOR EXPERIENCE	3.1	4.9	1736	3.0	3.2	1027	3.1	4.4	2763
TOTAL YEARS OF EXPERIENCE	7.8	7.4	1699	8.1	4.7	1010	7.9	6.5	2709

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY ASSISTANT SALARY ON A FULL-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$308.60	100.10	861	$346.90	75.20	488	$317.00	93.20	1349
TWO DENTISTS	315.50	102.00	292	345.30	69.10	206	323.30	90.70	498
THREE + DENTISTS	341.60	95.90	187	353.40	74.70	142	344.90	87.40	329
ALL PRACTICES	314.70	100.60	1340	347.60	73.60	836	322.50	92.20	2176

MEAN HOURLY ASSISTANT SALARY ON A FULL- OR PART-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$8.60	3.10	1119	$9.80	2.40	632	$8.90	2.90	1751
TWO DENTISTS	8.70	2.90	358	9.50	2.20	226	8.90	2.70	584
THREE + DENTISTS	9.20	2.70	212	9.60	2.00	147	9.30	2.50	359
ALL PRACTICES	8.70	3.00	1689	9.70	2.30	1005	8.90	2.80	2694

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

NUMBER OF SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	16.3	313	7.8	35	14.6	349
ONE SECRETARY	56.9	1097	49.9	228	55.6	1324
TWO SECRETARIES	19.3	372	24.9	113	20.4	485
THREE + SECRETARIES	7.5	145	17.4	79	9.4	224
TOTAL	100.0	1927	100.0	456	100.0	2382

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

FULL-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	26.3	507	17.3	79	24.6	587
ONE SECRETARY	59.4	1148	53.1	243	58.2	1391
TWO SECRETARIES	10.5	203	19.1	87	12.1	290
THREE + SECRETARIES	3.8	73	10.5	48	5.1	121
TOTAL	100.0	1932	100.0	457	100.0	2388

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

PART-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	77.8	1500	73.3	334	77.0	1833
ONE SECRETARY	15.6	300	20.6	94	16.5	394
TWO SECRETARIES	5.4	103	4.5	20	5.2	124
THREE + SECRETARIES	1.2	24	1.7	8	1.3	32
TOTAL	100.0	1927	100.0	456	100.0	2382

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME SECRETARIES PER DENTIST	0.9	0.8	1606	1.2	0.6	759	1.0	0.7	2365
FULL-TIME SECRETARIES PER DENTIST	0.7	0.6	1610	0.9	0.5	761	0.7	0.6	2371
PART-TIME SECRETARIES PER DENTIST	0.2	0.6	1606	0.3	0.4	759	0.2	0.5	2365

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF SECRETARIES PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.1	0.7	1345	1.3	0.5	700	1.2	0.6	2045
FULL-TIME SECRETARIES PER DENTIST	1.0	0.5	1187	1.1	0.4	629	1.0	0.5	1816
PART-TIME SECRETARIES PER DENTIST	1.0	0.6	356	1.0	0.5	203	1.0	0.6	559

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

NUMBER OF TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	94.3	1812	82.2	371	92.0	2183
ONE TECHNICIAN	4.3	83	12.5	56	5.9	139
TWO OR MORE TECHNICIANS	1.4	28	5.3	24	2.2	52
TOTAL	100.0	1922	100.0	451	100.0	2373

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

FULL-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	95.7	1843	87.9	397	94.2	2240
ONE TECHNICIAN	3.3	64	8.6	39	4.3	103
TWO OR MORE TECHNICIANS	1.0	19	3.5	16	1.5	35
TOTAL	100.0	1926	100.0	452	100.0	2378

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

PART-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	98.3	1894	92.5	422	97.2	2316
ONE TECHNICIAN	1.6	30	6.2	28	2.4	58
TWO OR MORE TECHNICIANS	0.2	4	1.3	6	0.4	10
TOTAL	100.0	1928	100.0	456	100.0	2384

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.1	0.3	1602	0.2	0.4	752	0.1	0.3	2354
FULL-TIME TECHNICIANS PER DENTIST	0.0	0.2	1605	0.1	0.3	753	0.0	0.2	2358
PART-TIME TECHNICIANS PER DENTIST	0.0	0.2	1607	0.1	0.2	760	0.0	0.2	2367

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.9	0.7	92	1.0	0.5	134	1.0	0.6	226
FULL-TIME TECHNICIANS PER DENTIST	0.8	0.6	69	0.9	0.5	91	0.9	0.5	160
PART-TIME TECHNICIANS PER DENTIST	1.0	0.9	28	0.9	0.3	57	1.0	0.6	85

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

NUMBER OF BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	69.8	1341	57.7	262	67.5	1604
ONE BOOKKEEPER	26.5	510	33.2	151	27.8	661
TWO OR MORE BOOKKEEPERS	3.6	70	9.1	41	4.7	111
TOTAL	100.0	1921	100.0	454	100.0	2375

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

FULL-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	84.4	1624	70.2	319	81.7	1944
ONE BOOKKEEPER	13.8	266	24.3	110	15.8	377
TWO OR MORE BOOKKEEPERS	1.7	34	5.5	25	2.5	59
TOTAL	100.0	1924	100.0	455	100.0	2379

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

PART-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	84.2	1623	84.6	386	84.3	2009
ONE BOOKKEEPER	14.5	280	13.2	60	14.2	340
TWO OR MORE BOOKKEEPERS	1.3	25	2.2	10	1.5	35
TOTAL	100.0	1928	100.0	456	100.0	2384

MEAN BOOKKEEPERS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.1	0.3	1602	0.2	0.4	752	0.1	0.3	2354
FULL-TIME BOOKKEEPERS PER DENTIST	0.0	0.2	1605	0.1	0.3	753	0.0	0.2	2358
PART-TIME BOOKKEEPERS PER DENTIST	0.0	0.2	1607	0.1	0.2	760	0.0	0.2	2367

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF BOOKKEEPERS PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.9	0.7	92	1.0	0.5	134	1.0	0.6	226
FULL-TIME BOOKKEEPERS PER DENTIST	0.8	0.6	69	0.9	0.5	91	0.9	0.5	160
PART-TIME BOOKKEEPERS PER DENTIST	1.0	0.9	28	0.9	0.3	57	1.0	0.6	85

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

ALL STAFF

Most solo dentists (96.8%) employed some full- or part-time staff. Just under one-half (48.0%) employed between one and three employees, and 48.8% employed four or more staff persons.

A larger percentage of solo dentists employed full-time personnel (88.0%) than employed part-time personnel (61.0%) Just over two-thirds of solo dentists (67.5%) employed between one and three full-time personnel, and half (51.5%) employed between one and three part-time personnel. Only 3.6% of the dentists employed five or more part-time staff persons; 9.3% of the dentists employed five or more full-time staff persons. The average number of personnel (full- or part-time) per dentist among solo dentists who employed personnel was 3.8.

DENTAL HYGIENISTS

Half (52.6%) of the solo dentists reported employing at least one full- or part-time dental hygienist. More solo general practitioners than solo specialists employed hygienists. Over half (59.1%) of solo general practitioners and just under one quarter (22.5%) of solo specialists employed at least one full- or part-time hygienist. A greater percentage of solo dentists employed part-time hygienists (34.6%) than employed full-time hygienists (26.5%). In all cases, more solo general practitioners employed hygienists than did solo specialists.

Among solo dentists employing hygienists, the mean number of hygienists was 1.5. The average number of patients treated by each hygienist in a solo dentist's practice was 26.7. The number of patients treated by all hygienists in a solo dentist's practice was 38.0 per week. Hygienists employed by solo specialists treated slightly more patients per week (31.1 patients per hygienist) than did hygienists employed by solo general practitioners (26.4 patients per hygienist). On average, all hygienists in a solo specialist practice treated 52.8 visits per week; all hygienists in a solo general practitioner practice treated an average of 36.9 visits weekly.

Hygienists employed by solo dentists had an average of just under five years (4.9) experience in the current practice and an average of just under six years (5.8) prior experience. Total experience averaged 10.6 years.

The average weekly salary paid to a full-time hygienist was $547.20 and the average hourly salary on a full- or part-time basis was $17.40. Salaries did not differ significantly between solo general practitioners and solo specialists.

CHAIRSIDE ASSISTANTS

Only 10.0% of all solo dentists did not employ chairside assistants. Just under one-half (48.3%) employed one assistant, and 41.7% employed two or more assistants. A higher proportion of solo general practitioners employed only one assistant (51.4%) than employed two or more assistants (37.6%). Among solo specialists, 34.3% employed one assistant while 60.7% employed two or more assistants. Over three quarters of solo dentists employed full-time assistants (76.7%), but only 29.8% employed part-time assistants.

Among solo dentists employing assistants, the mean number of assistants was 1.7. The average chairside assistant had just under five years (4.8) experience in the current position and 3.2 years prior assisting experience. Total experience in assisting averaged 7.9 years. The average weekly salary for a full-time assistant was $317.00 and the average hourly salary on a full- or part-time basis was $8.90. Chairside assistants employed by solo specialists were paid a slightly higher average hourly salary ($9.80) than were assistants employed by solo general practitioners ($8.60).

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

One-half of solo dentists (53.5%) reported an open position for an assistant or hygienist during 1989. Openings were reported by 13.2% of solo dentists for a full-time hygienist, 17.6% for a part-time hygienist, 32.0% for a full-time assistant, and 15.2% for a part-time assistant.

Among solo dentists who tried to hire full- or part-time hygienists, 69.8% had one opening, 27.4% had two openings, 0.9% had three, and 1.9% had four or more open hygienist positions. Of this group, 62.2% hired one hygienist, 18.9% hired two or more, and 18.9% did not succeed in hiring a hygienist. Three quarters (75.5%) of solo dentists reported that the average time a hygienist position was open was under eight weeks.

Solo dentists reported that they would pay an average of $15.00 per hour starting salary for a hygienist with no prior experience. The same average was reported among solo general practitioners and solo specialists.

Among solo dentists who tried to hire full- or part-time chairside assistants, 56.7% had one opening, 30.2% had two, 9.4% had three, and 4.7% had four or more opening for an assistant. Of this group, 57.1% hired one assistant, 25.9% hired two, 5.7% hired three, and 3.8% hired four or more full- or part-time assistants. Only seven and a half percent (7.5%) of the solo dentists trying to hire an assistant did not succeed.

Among solo dentists with at least one opening for an assistant, the average number of weeks the position was open was 3.6. In 82.5% of the cases, assistant positions were filled in four weeks or less. Ninety-five percent (94.9%) of the positions were filled in nine weeks or less.

Solo dentists reported that they would pay an average starting salary of $6.90 an hour for a chairside assistant with no prior experience. Solo general practitioners and solo specialists reported similar starting salaries.

Twenty percent (14.3%) solo general practitioners reported at least one opening for a full-time hygienist and 19.5% needed at least one part-time hygienist. Among solo general practitioners trying to hire hygienists, 20.9% did not succeed, 64.8% hired one hygienist, and 14.3% hired two or more. A lower percentage of solo specialists reported open hygienist positions than did solo general practitioners (7.8% needed at least one full-time hygienist and 7.6% needed at least one part-time hygienist). This corresponds to the fact that specialists tend to employ fewer hygienists than general practitioners.

Among solo general practitioners, 30.8% reported at least one open position for a full-time assistant, and 14.2% needed at least one part-time assistant. Of those trying to hire full- or part-time assistant, only 10.4% reported open assistant positions that were left unfilled. A slightly higher percentage of solo specialists reported open chairside assistant positions than did solo general practitioners, (37.8% had at least one full-time opening for an assistant, and 19.6% had at least one opening for a part-time assistant). Of the solo specialists trying to hire assistants, 55.1% hired one, 26.4% hired two, 15.0% hired three or more, and only 3.5% were unsuccessful in locating a chairside assistant.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

NUMBER OF EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	3.7	53	1.0	3	3.2	56
ONE EMPLOYEE	11.3	161	7.5	23	10.7	184
TWO EMPLOYEES	18.1	257	14.6	44	17.5	301
THREE EMPLOYEES	20.1	284	18.7	57	19.8	341
FOUR EMPLOYEES	17.5	248	20.5	62	18.0	311
FIVE EMPLOYEES	12.8	181	13.4	41	12.9	222
SIX EMPLOYEES	8.8	125	7.5	23	8.6	148
SEVEN OR MORE EMPLOYEES	7.7	109	16.9	52	9.3	161
TOTAL	100.0	1418	100.0	305	100.0	1723

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

FULL-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	12.4	178	9.8	30	12.0	208
ONE EMPLOYEE	21.2	304	14.5	44	20.0	348
TWO EMPLOYEES	29.4	420	21.7	67	28.0	487
THREE EMPLOYEES	19.3	276	20.5	63	19.5	339
FOUR EMPLOYEES	10.4	149	14.5	44	11.1	193
FIVE EMPLOYEES	3.9	56	9.8	30	5.0	86
SIX EMPLOYEES	2.0	29	3.9	12	2.3	41
SEVEN OR MORE EMPLOYEES	1.3	18	5.5	17	2.0	35
TOTAL	100.0	1429	100.0	307	100.0	1736

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

PART-TIME EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	38.9	553	39.4	121	39.0	674
ONE EMPLOYEE	23.8	338	25.1	77	24.0	416
TWO EMPLOYEES	18.4	262	17.3	53	18.2	315
THREE EMPLOYEES	9.7	138	7.4	23	9.3	161
FOUR EMPLOYEES	6.1	86	5.3	16	5.9	103
FIVE EMPLOYEES	2.0	29	1.9	6	2.0	35
SIX EMPLOYEES	0.8	11	1.0	3	0.8	14
SEVEN OR MORE EMPLOYEES	0.4	6	2.5	8	0.8	14
TOTAL	100.0	1423	100.0	308	100.0	1731

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME EMPLOYEES PER DENTIST	3.5	2.2	1182	4.3	2.0	508	3.7	2.1	1690
FULL-TIME EMPLOYEES PER DENTIST	2.2	1.7	1191	2.9	1.6	512	2.3	1.7	1703
PART-TIME EMPLOYEES PER DENTIST	1.3	1.6	1186	1.4	1.3	513	1.3	1.5	1699

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME EMPLOYEES PER DENTIST	3.7	2.1	1138	4.4	1.9	503	3.8	2.0	1641
FULL-TIME EMPLOYEES PER DENTIST	2.5	1.5	1043	3.3	1.5	462	2.7	1.5	1505
PART-TIME EMPLOYEES PER DENTIST	2.2	1.4	725	2.3	1.3	311	2.2	1.4	1036

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	40.9	587	77.5	241	47.4	828
ONE HYGIENIST	35.5	509	11.6	36	31.2	545
TWO HYGIENISTS	19.7	282	6.7	21	17.4	303
THREE OR MORE HYGIENISTS	3.9	56	4.2	13	4.0	70
TOTAL	100.0	1434	100.0	312	100.0	1745

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

FULL-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	70.5	1011	87.3	272	73.5	1283
ONE HYGIENIST	26.0	373	9.1	28	23.0	401
TWO HYGIENISTS	3.4	49	2.7	8	3.3	58
THREE OR MORE HYGIENISTS	0.1	1	1.0	3	0.2	4
TOTAL	100.0	1435	100.0	312	100.0	1746

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	61.1	876	85.4	266	65.4	1142
ONE HYGIENIST	26.4	379	10.0	31	23.5	410
TWO HYGIENISTS	10.4	149	2.9	9	9.0	158
THREE OR MORE HYGIENISTS	2.1	30	1.7	5	2.0	35
TOTAL	100.0	1434	100.0	312	100.0	1745

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.9	1.0	1195	0.4	0.7	519	0.8	0.9	1714
FULL-TIME HYGIENISTS PER DENTIST	0.3	0.6	1196	0.2	0.4	519	0.3	0.5	1715
PART-TIME HYGIENISTS PER DENTIST	0.5	0.8	1195	0.2	0.5	519	0.5	0.8	1714

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.5	0.7	706	1.8	0.8	117	1.5	0.7	823
FULL-TIME HYGIENISTS PER DENTIST	1.1	0.4	353	1.4	0.6	66	1.1	0.4	419
PART-TIME HYGIENISTS PER DENTIST	1.4	0.7	465	1.5	0.7	76	1.4	0.7	541

MEAN NUMBER OF PATIENTS TREATED BY EACH HYGIENIST WEEKLY

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	26.4	14.8	645	31.1	21.2	100	26.7	15.8	745

MEAN NUMBER OF PATIENTS TREATED BY ALL HYGIENISTS WEEKLY

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	36.9	23.2	647	52.8	28.6	100	38.0	24.3	747

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
YEARS IN THE CURRENT PRACTICE	4.9	5.5	784	4.7	3.6	131	4.9	5.3	915
YEARS OF PRIOR EXPERIENCE	5.8	6.6	771	6.0	4.3	131	5.8	6.3	902
TOTAL YEARS OF EXPERIENCE	10.6	8.2	758	10.5	5.7	127	10.6	7.9	885

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$541.60	168.70	276	$594.30	156.60	65	$547.20	167.10	341

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$17.40	7.50	740	$17.70	4.20	131	$17.40	7.10	871

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

NUMBER OF ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	11.0	158	5.0	16	10.0	174
ONE ASSISTANT	51.4	737	34.3	106	48.3	843
TWO ASSISTANTS	30.0	429	31.0	96	30.1	526
THREE OR MORE ASSISTANTS	7.6	109	29.7	92	11.5	201
TOTAL	100.0	1434	100.0	310	100.0	1743

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

FULL-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	24.0	344	19.9	62	23.3	406
ONE ASSISTANT	55.8	800	37.1	115	52.5	915
TWO ASSISTANTS	18.5	265	27.3	85	20.0	350
THREE OR MORE ASSISTANTS	1.8	25	15.7	49	4.2	74
TOTAL	100.0	1435	100.0	310	100.0	1745

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	72.0	1032	62.2	193	70.2	1224
ONE ASSISTANT	19.8	284	22.7	70	20.3	355
TWO ASSISTANTS	6.9	100	10.1	31	7.5	131
THREE OR MORE ASSISTANTS	1.3	18	5.0	16	1.9	34
TOTAL	100.0	1434	100.0	310	100.0	1743

MEAN ASSISTANTS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.4	0.9	1195	2.1	1.1	516	1.5	1.0	1711
FULL-TIME ASSISTANTS PER DENTIST	1.0	0.8	1196	1.5	0.9	517	1.1	0.8	1713
PART-TIME ASSISTANTS PER DENTIST	0.4	0.8	1195	0.6	0.8	516	0.4	0.8	1711

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.5	0.8	1063	2.2	1.0	490	1.7	0.9	1553
FULL-TIME ASSISTANTS PER DENTIST	1.3	0.6	909	1.8	0.8	414	1.4	0.7	1323
PART-TIME ASSISTANTS PER DENTIST	1.3	0.7	335	1.6	0.7	195	1.4	0.7	530

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
YEARS IN THE CURRENT PRACTICE	4.8	5.8	1167	4.9	3.7	661	4.8	5.2	1828
YEARS OF PRIOR EXPERIENCE	3.1	5.2	1177	3.2	3.4	654	3.2	4.6	1831
TOTAL YEARS OF EXPERIENCE	7.9	7.6	1150	8.1	4.9	645	7.9	6.8	1795

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY ASSISTANT SALARY ON A FULL-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$308.60	100.10	861	$346.90	75.20	488	$317.00	93.20	1349

MEAN HOURLY ASSISTANT SALARY ON A FULL- OR PART-TIME BASIS

PRACTICE SIZE	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
ONE DENTIST	$8.60	3.10	1119	$9.80	2.40	632	$8.90	2.90Y	1751

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

NUMBER OF SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	20.3	290	9.9	31	18.4	321
ONE SECRETARY	62.5	896	60.5	188	62.2	1084
TWO SECRETARIES	15.3	220	22.6	70	16.6	290
THREE + SECRETARIES	1.9	28	7.0	22	2.8	49
TOTAL	100.0	1434	100.0	310	100.0	1744

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

FULL-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	31.2	447	22.0	68	29.6	516
ONE SECRETARY	62.7	900	62.7	195	62.7	1095
TWO SECRETARIES	5.7	82	13.5	42	7.1	124
THREE SECRETARIES	0.4	6	1.7	5	0.7	11
TOTAL	100.0	1435	100.0	311	100.0	1746

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

PART-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	80.8	1159	73.1	227	79.5	1386
ONE SECRETARY	14.6	210	21.7	67	15.9	277
TWO SECRETARIES	4.1	59	4.1	13	4.1	71
THREE + SECRETARIES	0.4	6	1.2	4	0.6	10
TOTAL	100.0	1434	100.0	310	100.0	1744

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.0	0.8	1195	1.3	0.6	517	1.1	0.8	1712
FULL-TIME SECRETARIES PER DENTIST	0.8	0.7	1196	1.0	0.5	518	0.8	0.7	1714
PART-TIME SECRETARIES PER DENTIST	0.2	0.6	1195	0.3	0.5	517	0.3	0.6	1712

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF SECRETARIES PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.3	0.7	953	1.4	0.6	466	1.3	0.7	1419
FULL-TIME SECRETARIES PER DENTIST	1.1	0.5	823	1.2	0.4	404	1.1	0.5	1227
PART-TIME SECRETARIES PER DENTIST	1.3	0.6	229	1.3	0.5	139	1.3	0.5	368

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

NUMBER OF TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	95.9	1371	84.7	262	93.9	1633
ONE TECHNICIAN	3.3	47	12.2	38	4.9	85
TWO OR MORE TECHNICIANS	0.8	12	3.1	10	1.2	22
TOTAL	100.0	1430	100.0	309	100.0	1739

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

FULL-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	97.3	1395	90.9	282	96.2	1677
ONE TECHNICIAN	2.2	31	7.6	23	3.1	55
TWO OR MORE TECHNICIANS	0.5	7	1.6	5	0.7	12
TOTAL	100.0	1434	100.0	310	100.0	1743

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

PART-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	98.5	1410	92.8	288	97.5	1698
ONE TECHNICIAN	1.3	18	6.2	19	2.1	37
TWO OR MORE TECHNICIANS	0.3	4	1.0	3	0.4	7
TOTAL	100.0	1431	100.0	310	100.0	1742

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.1	0.3	1192	0.2	0.4	515	0.1	0.3	1707
FULL-TIME TECHNICIANS PER DENTIST	0.0	0.2	1195	0.1	0.3	516	0.0	0.2	1711
PART-TIME TECHNICIANS PER DENTIST	0.0	0.2	1193	0.1	0.2	517	0.0	0.2	1710

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME TECHNICIANS PER DENTIST	1.3	0.7	49	1.3	0.5	79	1.3	0.5	128
FULL-TIME TECHNICIANS PER DENTIST	1.2	0.4	32	1.2	0.4	47	1.2	0.4	79
PART-TIME TECHNICIANS PER DENTIST	1.3	0.9	18	1.1	0.3	37	1.2	0.6	55

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

NUMBER OF BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	76.0	1085	66.3	205	74.3	1289
ONE BOOKKEEPER	22.5	320	30.5	94	23.9	415
TWO OR MORE BOOKKEEPERS	1.5	22	3.1	10	1.8	31
TOTAL	100.0	1426	100.0	309	100.0	1735

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

FULL-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	89.8	1284	77.7	240	87.6	1524
ONE BOOKKEEPER	9.9	142	21.2	65	11.9	207
TWO OR MORE BOOKKEEPERS	0.3	5	1.2	4	0.5	8
TOTAL	100.0	1430	100.0	309	100.0	1739

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

PART-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	85.6	1225	87.4	271	85.9	1496
ONE BOOKKEEPER	13.7	197	11.8	37	13.4	233
TWO OR MORE BOOKKEEPERS	0.7	10	0.8	2	0.7	12
TOTAL	100.0	1431	100.0	310	100.0	1742

MEAN BOOKKEEPERS PER DENTIST

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.1	0.3	1192	0.2	0.4	515	0.1	0.3	1707
FULL-TIME BOOKKEEPERS PER DENTIST	0.0	0.2	1195	0.1	0.3	516	0.0	0.2	1711
PART-TIME BOOKKEEPERS PER DENTIST	0.0	0.2	1193	0.1	0.2	517	0.0	0.2	1710

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NUMBER OF BOOKKEEPERS PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	1.3	0.7	49	1.3	0.5	79	1.3	0.5	128
FULL-TIME BOOKKEEPERS PER DENTIST	1.2	0.4	32	1.2	0.4	47	1.2	0.4	79
PART-TIME BOOKKEEPERS PER DENTIST	1.3	0.9	18	1.1	0.3	37	1.2	0.6	55

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, **please return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), **please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices only and not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify________________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an **employee** (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify________________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

	Primary Practice	Secondary Practice
The average number of:		
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)	**Primary Practice Percentage of Time Treating Patients Per Week**
a. Diagnostic (exams, x-rays, etc.)	________%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	________%
c. Operative (restoration, amalgams, inlays, etc.)	________%
d. Prosthodontic	________%
e. Endodontic	________%
f. Periodontic	________%
g. Orthodontic	________%
h. Oral and maxillofacial surgery	________%
i. General services (anesthesia, patient management, counseling, miscellaneous)	________%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989.	________
	minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	________
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	________

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	________	________
b. Specialists	________	________

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	________	________
b. Chairside assistant(s)	________	________
c. Secretary/receptionist(s)*	________	________
d. Dental laboratory technician(s)	________	________
e. Bookkeeper, business personnel . .	________	________
f. Other, please specify ____________	________	________

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	________	________
Chairside assistants	________	________

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	________	________
Chairside assistants	________	________

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist . . . . ________ weeks, on average
Chairside assistant . . . . ________ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$________/hour
b. Chairside assistant	$________/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$________	______	______	______	______	______	______
Position #2	☐	$________	______	______	______	______	______	______
Chairside assistant(s):								
Position #1	☐	$________	______	______	______	______	______	______
Position #2	☐	$________	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ____________

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes	1
No (Skip to question 19.)	2

b. If yes, how many total office locations were there? ____________

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? ____________ operatories

b. what was the total square feet of office space? ____________ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	**Entire Primary Practice**
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	____________ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	____________ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? ____________ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait**:

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $15,000?	______%
$15,000 to 34,999?	______%
$35,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? $______

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) $______

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ____________	______%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$______
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total employee taxes for both dentist and non-dentist employees	$______
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$______
g. Total cost of fringe benefits (including all dentists and staff)	$______
h. Dental supplies	$______
i. Office supplies	$______
j. Commercial dental laboratory charges	$______
k. Advertising expenses	$______
l. Malpractice insurance premiums	$______
m. ALL OTHER EXPENSES	$______
n. **Total professional expenses of operating the entire primary practice during 1989**	$______

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Dental
Association

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The Bureau of Economic and
Behavioral Research

The 1990 Survey of Dental Practice

Sources of Payment for Dental Services

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HIGHLIGHTS

* Please note that the statistics reported represent independent (owner) dentists only and are analyzed for the United States as a whole and for each of the nine census regions. Gross income represents receipts to the entire practice in which the responding dentist worked in 1989.

* Among independent private practitioners nationally, direct patient payment for dental services accounted for 45.0% of total gross income. This compares to 49.7% paid by private insurance and 4.5% paid by government programs.

* For independent general practitioners, 43.0% of gross income was paid directly by patients, 51.7% was paid through private insurance, and 4.5% was received from government programs. In comparison, 54.0% of specialists' gross income was paid by patients, 40.9% by private insurance, and 4.4% by government programs.

* Among all independent dentists, 2.5% reported no contribution to gross income from private insurance. Only 1.5% of general practitioners and 6.7% of specialists reported no income from private insurance payments.

* Over half (55.2%) of independent dentists reported no payments from government programs. This figure represents the 54.8% of independent general practitioners and 56.8% of independent specialists who reported no income from government programs.

* Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 45.0% in the West North Central region to a high of 55.2% in the Pacific region.

* The percentage of dentists with no private insurance payments ranged from 0.5% in the Pacific region to 4.6% in the Middle Atlantic.

* The percentage of gross income from government programs ranged from 2.3% in the Middle Atlantic region to 7.5% in the West North Central region.

* The percentage of dentists with no payments from government programs ranged from 28.1% in the West North Central region to 68.7% in the Middle Atlantic region.

INTRODUCTION

This report provides descriptive statistics drawn from the 1990 Survey of Dental Practice regarding sources of payment for dental services among independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and payment from other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). The tables present figures for general practitioners and specialists, as well as for all dentists. All statistics in this report are weighted to reflect the national proportions of general practitioners and specialists.

The mean gross income used in this report represents gross income for the entire practice. Thus, regions in which a higher income is reported may be regions which contain higher percentages of nonsolo practices than regions with lower reported average incomes. Mean gross income per owner dentist and per dentist in the practice are included to allow for comparison among regions. Expenses are reported for the entire practice, per owner dentist, and per dentist in the practice. An average ratio of expenses to gross income is provided for each region and dentist type.

On average, direct patient payment accounted for 45.0% of the gross income of private practitioners. Private dental insurance accounted for 49.7% of gross income, while government programs contributed only 4.5%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (54.0% versus 43.0%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (51.7% and 40.9%, respectively). The mean gross income for an entire practice was $332,240. Per owner, independent private practitioners earned an average of $272,590 in 1989. On a per owner basis, independent specialists' reported an average of $348,360 in gross income, and independent general practitioners reported $256,360. Expenses accounted for an average of 57.6% of all independent dentists gross income. General practitioners and specialists reported similar average amounts of gross income allotted to expenses of running the practice.

Of all independent private practitioners, only 2.5% received no payment from private dental insurance. An average of 6.7% of independent specialists received no payment from dental insurance, while only 1.5% of general practitioners reported no payment from this source. Over half (55.2%) of all private practitioners received no payments from government programs. This figure was similar for both independent general practitioners and specialists (54.8% and 56.8% respectively).

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$303,940	274,860	1309	$464,480	319,470	560	$332,240	295,400	1869
GROSS INCOME PER OWNER	256,360	170,790	1309	348,360	145,260	560	272,590	167,310	1869
GROSS INCOME PER DENTIST	218,670	126,310	1309	312,200	131,500	560	235,160	132,830	1869
TOTAL PRACTICE EXPENSES	213,510	240,350	1018	356,510	287,870	451	239,460	261,750	1469
EXPENSES PER OWNER	150,920	136,280	984	184,430	99,090	428	156,910	126,800	1412
EXPENSES PER DENTIST	141,410	130,290	984	181,130	99,270	428	148,510	122,650	1412
RATIO OF EXPENSES TO GROSS INCOME	58.4%	18.2	924	53.6%	16.2	375	57.6%	17.7	1299

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	43.0	22.1	1368	54.0	20.9	626	45.0	22.2	1994
PRIVATE DENTAL INSURANCE	51.7	21.5	1369	40.9	19.3	627	49.7	21.3	1996
GOVERNMENT PROGRAMS	4.5	10.4	1371	4.4	7.3	627	4.5	9.5	1998
OTHER SOURCES	0.8	4.1	1369	0.8	3.8	624	0.8	4.0	1993

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.5	25	6.7	25	2.5	50
GOVERNMENT PROGRAMS	54.8	901	56.8	214	55.2	1115

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was $364,820. This is 9.8% higher than the national average of $332,240. However, when the average income per owner dentist is compared, the New England average is only 2.1% higher than the national per owner mean. On a per owner dentist basis, the average New England specialists' gross income was 5.0% higher than the national average, and the average general practitioner's gross income was 2.2% higher. Dentists in New England allotted similar percentages of gross income to expenses as did dentists nationally.

New England specialists received similar percentages of gross income from direct patient payment and from private dental insurance as did dentists nationally. An average of 5.8% of gross income was drawn from government programs in New England, as compared to 4.5% nationally.

MAINE
NEW HAMPSHIRE
VERMONT
MASSACHUSETTS
CONNECTICUT
RHODE ISLAND

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$335,240	362,360	91	$523,060	355,850	34	$364,820	365,910	125
GROSS INCOME PER OWNER	262,080	180,270	91	365,700	166,110	34	278,400	180,050	125
GROSS INCOME PER DENTIST	218,310	134,860	91	316,520	156,390	34	233,780	145,080	125
TOTAL PRACTICE EXPENSES	196,260	234,890	62	455,870	344,960	32	249,550	294,820	94
EXPENSES PER OWNER DENTIST	141,800	108,790	60	215,950	102,660	28	155,840	110,260	88
EXPENSES PER DENTIST	129,820	101,540	60	209,440	104,240	28	144,890	106,570	88
RATIO OF EXPENSES TO GROSS INCOME	55.6%	16.3	56	58.9%	11.4	23	56.2%	15.0	79

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	39.4	21.2	97	56.3	23.4	40	42.3	22.7	137
PRIVATE DENTAL INSURANCE	53.9	21.7	97	38.4	22.3	41	51.2	22.6	138
GOVERNMENT PROGRAMS	5.9	12.8	98	5.0	7.6	41	5.8	11.5	139
OTHER SOURCES	0.7	3.5	98	1.0	2.7	40	0.8	3.3	138

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

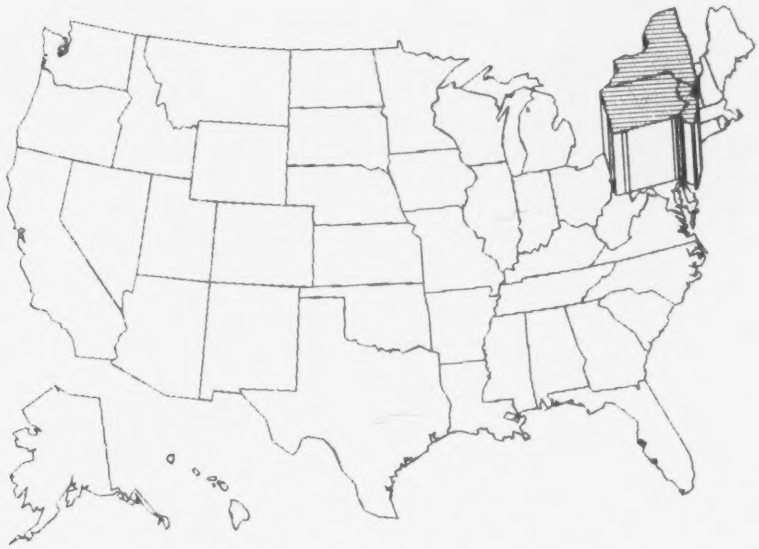
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.0	1	14.6	4	3.4	5
GOVERNMENT PROGRAMS	44.9	53	56.1	14	46.8	67

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic region was $348,840, which was 5.0% above the national average. On a per owner dentist basis, gross income was virtually the same for Middle Atlantic dentists as for dentists nationally. This held true for both general practitioner and specialist groups.

Dentists in the Middle Atlantic region received an average of only 2.3% of their gross income from government programs. While 44.8% of the dentists in the United States received at least some income from government sources, only 31.3% of the dentists in the Middle Atlantic region received income from these sources.



NEW JERSEY
NEW YORK
PENNSYLVANIA

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$333,310	348,390	190	$418,230	228,450	85	$348,840	317,520	275
GROSS INCOME PER OWNER	252,730	168,550	190	325,800	136,090	85	266,090	161,510	275
GROSS INCOME PER DENTIST	202,290	118,250	190	290,250	119,860	85	218,380	123,400	275
TOTAL PRACTICE EXPENSES	230,430	300,060	152	234,630	160,030	60	231,120	267,570	212
EXPENSES PER OWNER DENTIST	144,800	131,920	143	152,890	86,910	59	146,190	120,350	202
EXPENSES PER DENTIST	135,830	130,740	143	150,310	87,980	59	138,310	119,750	202
RATIO OF EXPENSES TO GROSS INCOME	58.0	19.2	129	54.7	19.0	51	57.5	19.1	180

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	48.0	25.4	208	60.1	22.3	109	50.5	24.8	317
PRIVATE DENTAL INSURANCE	49.3	24.3	209	35.6	20.4	109	46.5	23.7	318
GOVERNMENT PROGRAMS	2.0	5.0	209	3.4	5.3	109	2.3	5.1	318
OTHER SOURCES	0.5	2.7	208	0.9	5.6	109	0.6	3.9	317

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

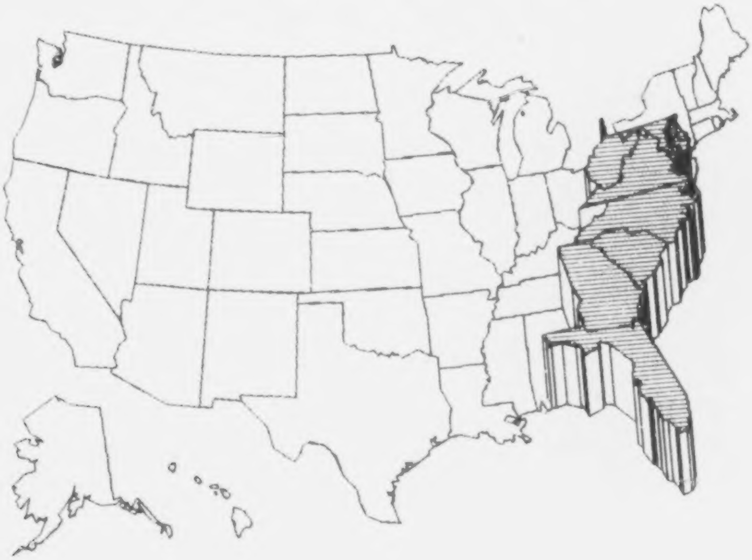
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	2.9	7	11.0	7	4.6	14
GOVERNMENT PROGRAMS	70.8	177	60.6	40	68.7	217

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic region was $352,130, 6.0% more than the national average. On a per owner dentist basis, the average South Atlantic gross income was 9.9% higher than the average national gross income. Per owner dentist, the average South Atlantic general practitioner income was 13.2% higher than the national mean, and the average regional specialist income per owner was 2.7% lower than the national mean.

Similar percentages of gross income in the South Atlantic region was received from direct patient payment and private dental insurance as did dentists nationally. A higher percentage of South Atlantic dentists received no payments from government programs than did dentists nationally (64.5% and 55.2%, respectively).



DELAWARE
MARYLAND
FLORIDA
GEORGIA
VIRGINIA
WEST VIRGINIA
NORTH CAROLINA
SOUTH CAROLINA
DISTRICT OF COLUMBIA

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$334,020	274,040	209	$428,520	292,490	99	$352,130	282,120	308
GROSS INCOME PER OWNER	290,260	199,080	209	338,850	138,440	99	299,570	182,590	308
GROSS INCOME PER DENTIST	245,240	115,140	209	302,190	125,880	99	256,160	120,620	308
TOTAL PRACTICE EXPENSES	237,630	268,080	162	359,820	294,060	89	263,980	281,470	251
EXPENSES PER OWNER DENTIST	166,370	188,580	157	184,510	95,150	84	170,200	162,180	241
EXPENSES PER DENTIST	158,210	185,580	157	183,710	95,580	84	163,600	160,170	241
RATIO OF EXPENSES TO GROSS INCOME	57.5%	21.1	150	55.6%	16.2	74	57.1%	19.6	224

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	47.5	23.4	213	59.8	21.8	112	50.1	23.4	325
PRIVATE DENTAL INSURANCE	48.6	22.6	213	36.9	20.2	112	46.1	22.3	325
GOVERNMENT PROGRAMS	3.3	7.4	213	2.9	4.4	112	3.2	6.5	325
OTHER SOURCES	0.6	3.1	212	0.4	1.3	110	0.6	2.6	322

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

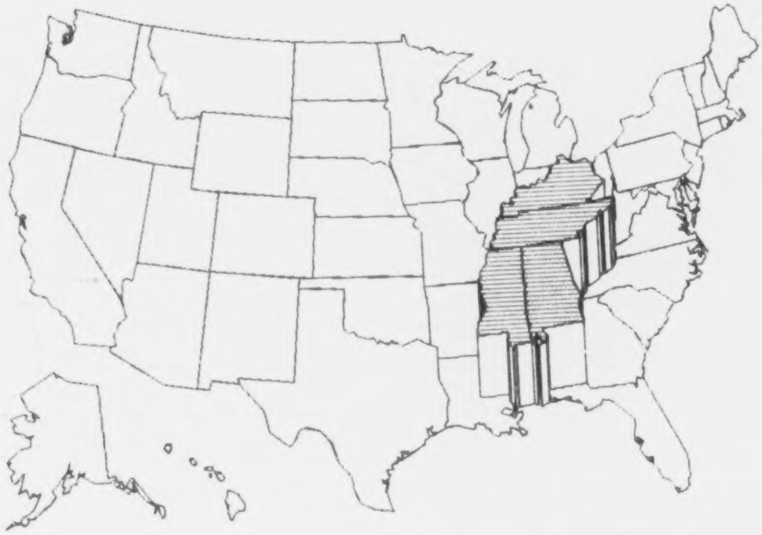
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.9	5	10.7	7	3.7	12
GOVERNMENT PROGRAMS	65.3	167	61.6	41	64.5	208

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $273,300, 17.7% lower than the national average. Per owner dentist, dentists in this region earned an average gross income which was 12.4% lower than the national average. Per owner dentist, regional specialists' average income was 7.7% below the national mean, and regional GPs' average income was 15.2% lower than the national average.

A larger percentage of the dentists in the East South Central region received government payments (52.6%) than did across the United States as a whole (44.8%). Sixty percent (62.9%) of specialists in the East South Central region received some payments from government programs, while only 43.2% of specialists nationally received government payments.



ALABAMA
KENTUCKY
MISSISSIPPI
TENNESSEE

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$243,510	164,860	63	$386,960	198,300	33	$273,300	185,420	96
GROSS INCOME PER OWNER	217,310	136,230	63	321,710	139,580	33	238,990	143,090	96
GROSS INCOME PER DENTIST	199,210	124,640	63	312,210	138,090	33	222,670	136,640	96
TOTAL PRACTICE EXPENSES	172,080	170,170	49	326,960	173,420	28	206,520	181,930	77
EXPENSES PER OWNER DENTIST	127,910	119,340	46	189,510	101,120	25	141,080	115,330	71
EXPENSES PER DENTIST	122,760	116,070	46	184,300	100,860	25	135,920	113,080	71
RATIO OF EXPENSES TO GROSS INCOME	57.0%	17.6	43	50.8%	17.2	22	55.7%	17.5	65

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	44.8	21.0	68	51.1	20.4	35	46.1	20.9	103
PRIVATE DENTAL INSURANCE	48.9	17.6	68	41.1	18.7	35	47.3	18.2	103
GOVERNMENT PROGRAMS	5.3	10.7	68	7.4	11.3	35	5.7	10.9	103
OTHER SOURCES	1.0	4.6	68	0.4	1.4	35	0.9	3.8	103

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

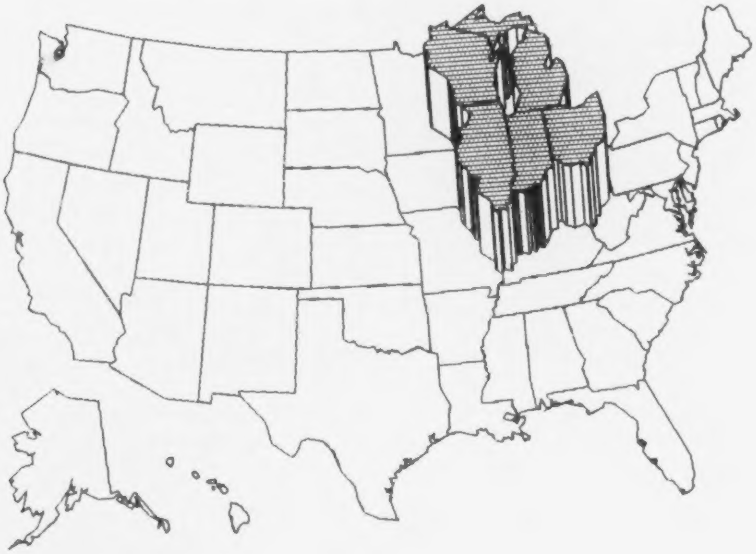
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.5	1	2.9	1	1.8	2
GOVERNMENT PROGRAMS	50.0	41	37.1	8	47.4	49

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $315,260, which was 5.1% lower than the national mean. Per owner dentist, the average gross income earned by specialists in this region was 9.8% higher than the national average, and the average income earned by general practitioners was 11.6% lower.

The percentages of East North Central independent dentists who reported no income from private dental insurance and from government programs were similar to the national figures.



ILLINOIS
INDIANA
MICHIGAN
OHIO
WISCONSIN

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$261,720	216,820	239	$691,380	518,650	68	$315,260	342,080	307
GROSS INCOME PER OWNER	226,560	149,320	239	382,590	155,120	68	246,000	159,540	307
GROSS INCOME PER DENTIST	189,020	106,120	239	325,470	134,960	68	206,030	122,150	307
TOTAL PRACTICE EXPENSES	197,240	234,990	180	551,730	451,370	54	243,500	322,440	234
EXPENSES PER OWNER DENTIST	134,270	119,850	174	192,860	98,910	50	141,640	117,040	224
EXPENSES PER DENTIST	126,990	114,410	174	191,430	99,030	50	135,090	113,130	224
RATIO OF EXPENSES TO GROSS INCOME	58.0%	19.3	162	48.9%	15.1	43	57.0%	18.7	205

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	39.5	21.0	250	53.4	23.0	78	41.4	22.0	328
PRIVATE DENTAL INSURANCE	55.5	20.6	250	41.0	20.6	78	53.5	21.2	328
GOVERNMENT PROGRAMS	4.1	10.8	250	4.4	6.4	78	4.2	9.9	328
OTHER SOURCES	0.9	4.6	250	1.2	5.6	78	1.0	4.8	328

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

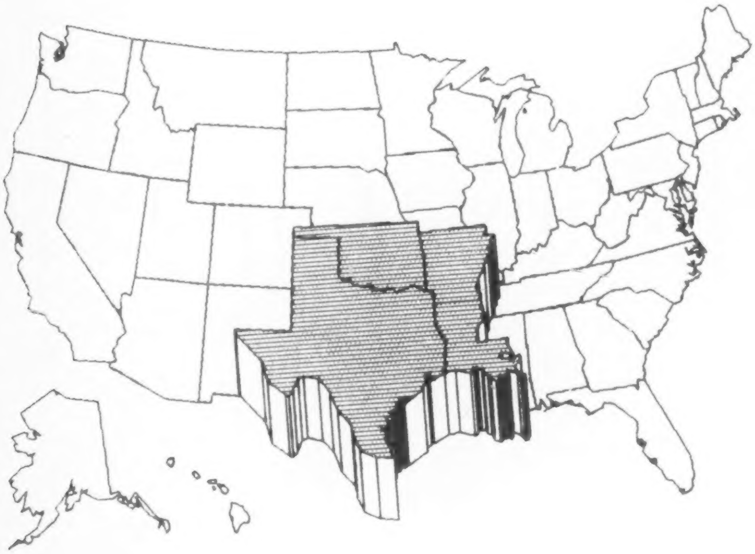
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.2	3	10.3	5	2.4	8
GOVERNMENT PROGRAMS	58.0	174	55.1	26	57.6	200

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $267,060, which is 19.6% lower than the national average. Per owner dentist, the regional general practitioner average gross income was 7.8% lower than the national general practitioner average; specialist average gross income per owner was 20.1% lower than the national specialist mean.

Dentists in this region received similar percentage of their gross income from direct patient payment, private insurance, and government programs to those reported by dentists nationally. Similar percentages of dentists in this region reported no payments from privater insurance or government programs as did dentists nationally.



ARKANSAS
LOUISIANA
OKLAHOMA
TEXAS

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$248,270	165,480	101	$357,370	206,260	42	$267,060	182,530	143
GROSS INCOME PER OWNER	236,340	145,670	101	278,260	121,320	42	243,560	139,470	143
GROSS INCOME PER DENTIST	213,380	128,340	101	269,370	122,760	42	223,020	128,110	143
TOTAL PRACTICE EXPENSES	159,450	136,900	82	242,640	161,910	35	174,090	147,660	117
EXPENSES PER OWNER DENTIST	131,020	85,440	81	128,710	77,290	33	130,630	82,830	114
EXPENSES PER DENTIST	121,280	76,240	81	127,620	77,940	33	122,350	76,430	114
RATIO OF EXPENSES TO GROSS INCOME	61.7%	17.6	76	48.3%	15.1	30	59.5%	17.6	106

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	46.7	23.2	108	51.0	17.3	47	47.5	21.6	155
PRIVATE DENTAL INSURANCE	46.8	22.3	108	42.7	16.9	47	46.1	20.8	155
GOVERNMENT PROGRAMS	5.0	13.1	108	5.7	12.2	47	5.2	12.8	155
OTHER SOURCES	1.5	5.7	108	0.6	1.7	47	1.3	4.8	155

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	2.8	3	2.1	1	2.7	4
GOVERNMENT PROGRAMS	57.4	74	59.6	17	57.8	91

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $334,540, which is virtually the same as the national average. Independent general practitioners' gross income per owner was virtually the same as the national general practitioner average, while independent specialists' average gross income per owner dentist was 6.3% higher.

Dentists in the West North Central region received more income from government programs than did dentists across the United States (7.5% and 4.5% respectively). Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (71.9% versus 44.8%).

IOWA
KANSAS
MINNESOTA
MISSOURI
NORTH DAKOTA
SOUTH DAKOTA
NEBRASKA

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$321,580	324,210	102	$410,040	225,510	35	334,540	302,990	137
GROSS INCOME PER OWNER	253,360	192,310	102	370,160	151,210	35	270,470	187,030	137
GROSS INCOME PER DENTIST	198,850	112,650	102	334,180	149,840	35	218,680	132,100	137
TOTAL PRACTICE EXPENSES	226,510	253,480	90	301,860	158,680	26	236,030	236,370	116
EXPENSES PER OWNER DENTIST	146,100	112,920	86	179,500	75,530	26	150,490	105,760	112
EXPENSES PER DENTIST	139,290	111,690	86	172,190	76,370	26	143,610	104,870	112
RATIO OF EXPENSES TO GROSS INCOME	57.4%	13.5	83	51.9%	15.0	22	56.7%	13.9	105

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	46.1	19.6	101	51.1	20.1	38	46.9	19.8	139
PRIVATE DENTAL INSURANCE	46.0	20.1	101	39.6	16.8	38	45.0	19.3	139
GOVERNMENT PROGRAMS	7.4	11.2	102	8.2	7.5	38	7.5	10.3	140
OTHER SOURCES	0.5	3.0	102	1.1	2.6	38	0.6	2.9	140

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.0	1	2.6	1	1.3	2
GOVERNMENT PROGRAMS	27.5	34	31.6	7	28.1	41

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $269,100, which was 19.0% below the national average. The average gross income per owner dentist was 13.5% below the average gross income per owner nationally. Per owner, the average regional general practitioner gross income was 14.2% lower than the national mean, and the specialist average was 7.0% lower than the national average gross income.

When compared to the nation as a whole, slightly more independent dentists in the Mountain region received payment from government programs (59.4%) than did dentists nationally (44.8%).

ARIZONA
COLORADO
IDAHO
MONTANA
NEVADA
NEW MEXICO
UTAH
WYOMING

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$244,790	205,960	99	$402,660	185,650	36	$269,100	208,390	135
GROSS INCOME PER OWNER	219,900	127,040	99	323,910	119,800	36	235,910	130,490	135
GROSS INCOME PER DENTIST	211,380	125,660	99	289,360	86,100	36	223,390	119,640	135
TOTAL PRACTICE EXPENSES	168,180	127,920	69	394,480	302,690	27	205,230	209,990	96
EXPENSES PER OWNER DENTIST	135,990	86,800	66	175,040	88,650	26	142,420	88,090	92
EXPENSES PER DENTIST	132,550	88,300	66	170,000	87,780	26	138,720	88,810	92
RATIO OF EXPENSES TO GROSS INCOME	58.1%	14.0	66	49.0%	20.6	23	56.7%	16.2	89

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	40.4	18.9	99	49.7	17.7	36	41.8	18.8	135
PRIVATE DENTAL INSURANCE	52.7	19.5	99	45.6	15.6	36	51.6	18.7	135
GOVERNMENT PROGRAMS	6.0	10.0	99	3.9	5.1	36	5.7	8.9	135
OTHER SOURCES	0.9	5.3	99	0.8	1.9	36	0.9	4.6	135

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

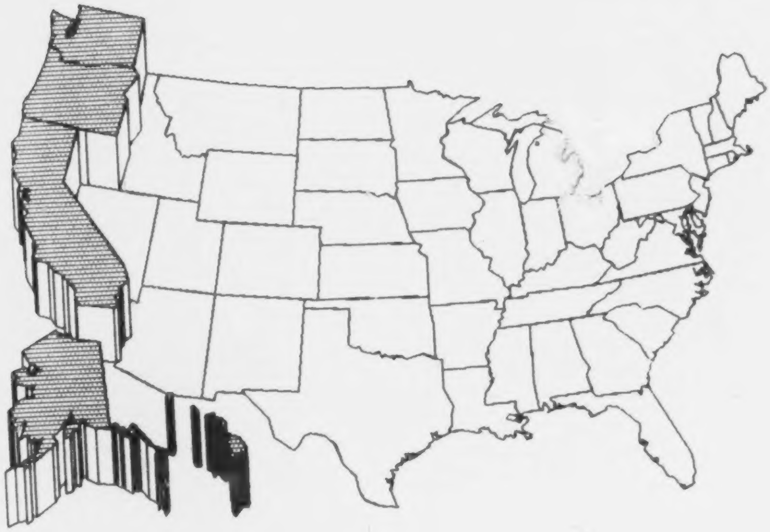
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	1.0	1	0.0	0	0.9	1
GOVERNMENT PROGRAMS	39.4	47	47.2	10	40.6	57

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PACIFIC

The mean gross income for the Pacific region was $377,360, which is 13.6% higher than the national average. On a per owner dentist basis, the regional average was 16.7% higher than the national average. Among general practitioners, the Pacific average gross income per owner was 16.6% above the national mean; among specialists, the regional average was 10.0% above the national mean.

Nearly all dentists (99.5%) in this region reported receiving payments from private dental insurance (compared to 97.5% nationally). Similar percentages of dentists reported receiving payment from government programs as did dentists nationally.



ALASKA
CALIFORNIA
HAWAII
OREGON
WASHINGTON

PRACTICE INCOME AND EXPENSES

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
GROSS INCOME	$347,920	269,440	212	$478,780	327,570	123	$377,360	296,630	335
GROSS INCOME PER OWNER	299,040	172,870	212	383,200	154,440	123	317,980	169,720	335
GROSS INCOME PER DENTIST	263,530	147,350	212	344,560	138,780	123	281,760	147,910	335
TOTAL PRACTICE EXPENSES	250,710	236,700	169	346,930	261,230	97	272,170	248,640	266
EXPENSES PER OWNER DENTIST	188,330	149,420	168	213,590	116,340	94	193,850	138,620	262
EXPENSES PER DENTIST	170,660	133,800	168	209,260	115,840	94	179,100	128,410	262
RATIO OF EXPENSES TO GROSS INCOME	61.0%	17.9	156	56.3%	14.8	84	60.0%	17.0	240

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF GROSS INCOME RECEIVED FROM:

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	S.D.	N	MEAN	S.D.	N	MEAN	S.D.	N
DIRECT PATIENT PAYMENT	36.7	18.6	221	46.3	17.8	126	38.8	18.7	347
PRIVATE DENTAL INSURANCE	57.0	18.5	221	48.8	17.1	126	55.2	18.3	347
GOVERNMENT PROGRAMS	5.5	12.5	221	4.2	7.8	126	5.2	11.0	347
OTHER SOURCES	0.9	4.5	221	0.7	4.3	126	0.8	4.4	347

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
PRIVATE DENTAL INSURANCE	0.5	1	0.8	1	0.5	2
GOVERNMENT PROGRAMS	50.2	133	64.3	49	53.3	182

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), **please** give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	________	________
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 _____	19 _____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1989.

The average number of:	Primary Practice	Secondary Practice
a. **total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	________	________
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	________	________
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	________	________
	weeks	
b. Total number of **hours per week** spent in the practice	________	________
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	________	________
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Treating Patients Per Week
a. Diagnostic (exams, x-rays, etc.)	________%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	________%
c. Operative (restoration, amalgams, inlays, etc.)	________%
d. Prosthodontic	________%
e. Endodontic	________%
f. Periodontic	________%
g. Orthodontic	________%
h. Oral and maxillofacial surgery	________%
i. General services (anesthesia, patient management, counseling, miscellaneous)	________%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989. ________ minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners	______	______
b. Specialists	______	______

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists	______	______
Chairside assistants	______	______

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist ______ weeks, on average
Chairside assistant ______ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
Chairside assistant(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ____________

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes 1
No (Skip to question 19.) 2

b. If yes, how many total office locations were there? .... ____________

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? .... ____________ operatories

b. what was the total square feet of office space? .... ____________ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	**Entire Primary Practice**
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	____________ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	____________ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? ____________ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be	
under $15,000?	______%
$15,000 to 34,999?	______%
$35,000 or more?	______%
Total	**100%**
c. were	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$________
b. Bitewing radiographs, four films	☐	$________
c. Dental prophylaxis, for adults	☐	$________
d. Pit and fissure sealant, per tooth	☐	$________
e. Topical fluoride treatment (including prophylaxis), child	☐	$________
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$________
g. Fixed unilateral space maintainer	☐	$________
h. Crown (full cast), high noble metal	☐	$________
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$________
j. Periodontal scaling and root planing—per quadrant	☐	$________
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$________
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$________

25. In the **entire primary practice**, what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? $________

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) .... $________

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ____________	______%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$________
b. Yearly mortgage (including interest)	$________
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$________
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$________
e. Total employee taxes for both dentist and non-dentist employees	$________
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$________
g. Total cost of fringe benefits (including all dentists and staff)	$________
h. Dental supplies	$________
i. Office supplies	$________
j. Commercial dental laboratory charges	$________
k. Advertising expenses	$________
l. Malpractice insurance premiums	$________
m. ALL OTHER EXPENSES	$________
n. **Total professional expenses of operating the entire primary practice during 1989**	$________

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

The full set of Survey of Dental Practice reports includes eight reports titled:

Income from the Private Practice of Dentistry	*Employment of Dental Practice Personnel*
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Thank you for your interest!

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The Bureau of Economic and
Behavioral Research

The 1990 Survey of Dental Practice

Patients of Dentists in Private Practice

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HIGHLIGHTS

* Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, reflects the presence of orthodontists among the specialists.

* General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for all the groups of dentists surveyed. Among independent dentists, general practitioners received 62.8% of their patients from this age group, whereas specialists received 50.5%.

* General practitioners saw a greater percentage of patients aged 65 or older. Independent general practitioners reported that 19.5% of their patients were in this age group, compared to 10.7% for independent specialists.

* Independent specialists estimated that they saw a greater percentage of patients with family incomes in excess of $35,000 than did independent general practitioners, 46.9% and 37.0% respectively.

* Approximately one-half of patients seen by both independent general practitioners and specialists had annual family incomes between $15,000 and $34,999.

* Both general practitioners and specialists reported that approximately one-third of their patients were not covered by an insurance program; independent general practitioners reported 31.6%, independent specialists 34.4%.

* An average of 34.2% of independent specialists surveyed reported having no patients whose annual family income was below $15,000. This compares to 15.6% for independent general practitioners.

INTRODUCTION

This report provides descriptive statistics on the characteristics of patients of private practitioners in the United States for the year 1989. Data was drawn from the 1990 Survey of Dental Practice. Patient characteristics such as age, annual family income and insurance coverage are addressed.

Statistics are reported for independent (owner) dentists and for dentists in nonsolo (group) practice and are analyzed in three catagories: 1) all dentists, 2) general practitioners, and 3) specialists. Three categories of independent dentists are examined: 1) all independent dentists, 2) solo dentists, and 3) independent dentists graduating in 1985 or later. (Note: the last category does not contain sufficient numbers of specialists to allow for the analysis of specialists. Results are reported for general practitioners only.) Each section contains a brief summary of statistics and two tables which describe the patient populations. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients but rather from the dentists' estimates of their patients' characteristics. This data does not provide information regarding economic barriers to care.

In order to review the data in this report within a national context, the following statistics are provided. Slightly over twelve percent (12.5%) of the population in 1989 were 65 years of age or older, and 21.7% were 14 years of age or younger[1]. The percentage of all families in 1989 with an income of less than $15,000 was 25.3%, and 40.9% of the population had an income in excess of $35,000 annually[2]. In 1987, approximately 100 million persons were covered by private dental insurance[3]; 4.2 million people received dental benefits through the Medicaid program[4].

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[1] Current Population Reports, Series P-25, Number 1057, U.S. Population Estimates, by Age, Sex, Race, and Hispanic Origin, July 1, 1989, Bureau of the Census, U.S. Department of Commerce.

[2] Money Income and Poverty Status in the United States: 1989; Current Population Reports, Consumer Income Series P-60, No. 168. Bureau of the Census, U.S. Department of Commerce.

[3] American Dental Association, Council on Dental Care Programs and Health Insurance Association of America. (This is the most current data.)

[4] HCFA Form 2082 Annual Report, 1989, Health Care Financing Administration, U.S. Department of Health and Human Services.

INDEPENDENT DENTISTS

Among all independent dentists, 60.4% of their patients were between the ages of 15 and 64 years. Independent general practitioners have a similar percentage of patients between 15 and 64 (62.8%), but specialists report an average of only one-half (50.5%) of their patients in this group.

Nearly half (48.4%) of the patients seen by all independent dentists had annual family incomes between $15,000 and $34,999. Independent specialists estimated that a slightly higher percentage of their patients earned over $35,000 annually (46.9%) than earned between $15,000 and $34,999 annually (44.1%). Independent general practitioners estimated 49.4% of their patients earned between $15,000 and $34,999 and that 37.0% earned over $35,000.

Over half (62.8%) of the patients seen by all independent dentists were covered by private insurance programs that paid or partially paid for dental care. However, all independent dentists estimated that nearly one-third (32.1%) of patients had no insurance coverage.

Half (52.9%) of all independent dentists, reported having no patients who were covered by a public assistance program. The percentages were similar for both independent general practitioners (52.8%) and independent specialists (53.3%).

Twenty percent (19.1%) of all independent dentists reported having no patients with family incomes under $15,000. The percentage is lower for independent general practitioners (15.6%) and higher for independent specialists (34.2%).

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.7	1504	38.7	724	21.8	2228
15 TO 64 YEARS OF AGE	62.8	1504	50.5	725	60.4	2229
65 YEARS OF AGE OR OLDER	19.5	1504	10.7	725	17.8	2229
FAMILY INCOME OF UNDER $15,000	13.6	1381	9.0	623	12.8	2004
FAMILY INCOME OF $15,000 TO $34,999	49.4	1381	44.1	623	48.4	2004
FAMILY INCOME OF $35,000 OR MORE	37.0	1381	46.9	623	38.8	2004
COVERED BY A PRIVATE INSURANCE PROGRAM	63.3	1504	61.0	704	62.8	2208
COVERED BY A PUBLIC ASSISTANCE PROGRAM	5.1	1503	4.6	704	5.0	2207
NOT COVERED BY ANY INSURANCE PROGRAM	31.6	1503	34.4	704	32.1	2207

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	2.9	44	8.3	60	4.0	89
15 TO 64 YEARS OF AGE	0.1	1	1.8	13	0.4	9
65 YEARS OF AGE OR OLDER	0.7	10	42.2	306	8.7	196
FAMILY INCOME OF UNDER $15,000	15.6	216	34.2	213	19.1	387
FAMILY INCOME OF $15,000 TO $34,999	1.0	14	4.7	29	1.7	34
FAMILY INCOME OF $35,000 OR MORE	1.7	23	1.3	8	1.6	32
COVERED BY A PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY A PUBLIC ASSISTANCE PROGRAM	52.8	794	53.3	375	52.9	1178
NOT COVERED BY ANY INSURANCE PROGRAM	0.3	5	0.4	3	0.4	8

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most (82.2%) patients seen by all solo dentists were under the age of sixty-five. Solo specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than general practitioners do, 46.1% of all solo specialists reported having no patients aged sixty-five or older. In comparison, only 0.7% of solo general practitioners reported having no patients in this age group.

Just over one-third (37.2%) of all patients seen by all solo dentists had annual family incomes of $35,000 or more. Solo specialists estimated that 45.7% of their patients were in this income category, whereas solo general practitioners estimated 35.4%.

Almost two-thirds (62.2%) of the patients seen by all solo dentists were covered by a private insurance program that provided full or partial payment for dental care. Just under one-third (32.5%) of the patients seen by all solo dentists had no insurance coverage.

Slightly over half (52.7%) of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage with no public assistance patients was 52.0%, and among solo specialists, it was 56.2%.

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.7	1114	40.6	496	21.9	1610
15 TO 64 YEARS OF AGE	62.7	1114	49.2	497	60.3	1611
65 YEARS OF AGE OR OLDER	19.5	1114	10.1	497	17.8	1611
FAMILY INCOME OF UNDER $15,000	14.5	1025	8.6	431	13.5	1456
FAMILY INCOME OF $15,000 TO $34,999	50.1	1025	45.7	431	49.4	1456
FAMILY INCOME OF $35,000 OR MORE	35.4	1025	45.7	431	37.2	1456
COVERED BY A PRIVATE INSURANCE PROGRAM	62.6	1113	60.6	479	62.2	1592
COVERED BY A PUBLIC ASSISTANCE PROGRAM	5.5	1112	4.3	479	5.3	1591
NOT COVERED BY ANY INSURANCE PROGRAM	31.9	1112	35.1	479	32.5	1591

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	3.3	37	9.5	47	4.4	73
15 TO 64 YEARS OF AGE	0.1	1	1.8	9	0.4	7
65 YEARS OF AGE OR OLDER	0.7	8	46.1	229	9.0	147
FAMILY INCOME OF UNDER $15,000	15.3	157	34.1	147	18.6	277
FAMILY INCOME OF $15,000 TO $34,999	1.2	12	4.4	19	1.7	26
FAMILY INCOME OF $35,000 OR MORE	2.1	22	1.4	6	2.0	30
COVERED BY A PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY A PUBLIC ASSISTANCE PROGRAM	52.0	578	56.2	269	52.7	855
NOT COVERED BY ANY INSURANCE PROGRAM	0.3	3	0.2	1	0.3	4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING IN 1985 OR LATER

There were too few responding independent specialists graduating in 1985 or later to allow for reliable statistical analysis. Therefore, results are presented for independent general practitioners graduating in 1985 or later only.

Nearly two-thirds (62.0%) of all patients seen by independent general practitioners graduating in 1985 or later were between the ages of fifteen and sixty-four years.

For these general practitioners the average percentage of patients fourteen years of age or younger was 17.9%.

These younger independent general practitioners estimated that higher percentages of their patients had incomes between $15,000 and $34,999 (50.5%) than had incomes over $35,000 (33.7%). Sixteen percent (15.8%) of the patients of these dentists had annual family incomes under $15,000.

Nearly two-thirds (63.7%) of the patients seen by all independent general practitioners graduating in 1985 or later were covered by private insurance programs. One third of their patients (30.8%) were not covered by an insurance program.

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.9	106
15 TO 64 YEARS OF AGE	62.0	106
65 YEARS OF AGE OR OLDER	20.2	106
FAMILY INCOME OF UNDER $15,000	15.8	99
FAMILY INCOME OF $15,000 TO $34,999	50.5	99
FAMILY INCOME OF $35,000 OR MORE	33.7	99
COVERED BY A PRIVATE INSURANCE PROGRAM	63.7	105
COVERED BY A PUBLIC ASSISTANCE PROGRAM	5.5	105
NOT COVERED BY ANY INSURANCE PROGRAM	30.8	105

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST	
	GENERAL PRACTITIONER	
	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	0.9	1
15 TO 64 YEARS OF AGE	0.9	1
65 YEARS OF AGE OR OLDER	0.0	0
FAMILY INCOME OF UNDER $15,000	7.1	7
FAMILY INCOME OF $15,000 TO $34,999	1.0	1
FAMILY INCOME OF $35,000 OR MORE	0.0	0
COVERED BY A PRIVATE INSURANCE PROGRAM	0.0	0
COVERED BY A PUBLIC ASSISTANCE PROGRAM	44.8	47
NOT COVERED BY ANY INSURANCE PROGRAM	0.0	0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS

Most (82.3%) patients seen by all nonsolo dentists were under the age of sixty-five. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than general practitioners do, 32.2% of all nonsolo specialists reported having no patients aged sixty-five or older. In comparison, only 0.4% of general practitioners reported having no patients in this age group.

Nonsolo dentists estimated that nearly equal percentages of patients earned between $15,000 and $34,999 annually (46.6%) and over $35,000 annually (41.5%). Specialists estimated that 49.6% of their patients earned over $35,9000 per year, whereas general practitioners estimated 48.1% of patients as earning between $15,000 and $34,999 annually.

Almost two-thirds (64.8%) of the patients seen by all nonsolo dentists were covered by a private insurance program that provided full or partial payment for dental care. Just under one-third (30.3%) of the patients seen by all nonsolo dentists had no insurance coverage.

Slightly over one-half (53.5%) of nonsolo dentists reported having no patients who were covered by a public assistance program. Among nonsolo general practitioners, the percentage was 54.7%, and among specialists, 48.6%.

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.0	512	33.7	261	21.2	773
15 TO 64 YEARS OF AGE	63.0	512	53.9	261	61.1	773
5 YEARS OF AGE OR OLDER	19.1	512	12.4	261	17.7	773
FAMILY INCOME OF UNDER $15,000	12.3	467	10.0	221	11.8	688
FAMILY INCOME OF $15,000 TO $34,999	48.1	467	40.4	221	46.6	688
FAMILY INCOME OF $35,000 OR MORE	39.6	467	49.6	221	41.5	688
COVERED BY A PRIVATE INSURANCE PROGRAM	65.4	512	62.3	257	64.8	769
COVERED BY A PUBLIC ASSISTANCE PROGRAM	4.8	512	5.4	257	5.0	769
NOT COVERED BY ANY INSURANCE PROGRAM	29.7	512	32.3	257	30.3	769

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	1.8	9	6.5	17	2.7	21
15 TO 64 YEARS OF AGE	0.0	0	1.5	4	0.3	2
65 YEARS OF AGE OR OLDER	0.4	2	32.2	84	6.9	53
FAMILY INCOME OF UNDER $15,000	15.8	74	34.4	76	19.4	134
FAMILY INCOME OF $15,000 TO $34,999	0.4	2	5.0	11	1.3	9
FAMILY INCOME OF $35,000 OR MORE	0.4	2	1.4	3	0.6	4
COVERED BY A PRIVATE INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
COVERED BY A PUBLIC ASSISTANCE PROGRAM	54.7	280	48.6	125	53.5	411
NOT COVERED BY ANY INSURANCE PROGRAM	0.6	3	0.8	2	0.6	5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1990 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1990 Survey of Dental Practice (SDP) was an updated version of the 1989 SDP. (Both of these surveys were condensed versions of the long-form 1988 Survey of Dental Practice.) As in prior years, the 1990 survey was sent to four percent of the dentists known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice on either a full- or part-time basis.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The frame was ordered by type of practice (general practitioner or specialist) and then by dental school and graduation year. A random sample was selected of general practitioners and specialists. Since specialists comprise a small percentage of the dental population, they were oversampled to ensure adequate numbers for statistical analysis (that is, the proportion of specialists in the sample is higher than the percentage of specialists in the population). Please note that the sample was drawn in order to make statements about "general practitioner" and "specialist" groups. For any given specialty, there may not be enough respondents to make reliable statements about that specialty.

Data Collection

The 1990 Survey of Dental Practice was initially mailed in February, 1990. Two follow-up mailings to non-respondents were sent in March and April, 1990. A telephone follow-up to non-respondents was conducted in May and June, 1990. Coding, hand-editing, and computer processing were completed in August, 1990. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. General practitioners represent eighty percent of the population while specialists account for the remaining twenty percent. The percentage of general practitioners in the sample was 66.7%, of specialists, 33.3%.

The weights were computed as follows:

General Practitioner	.80/.6668312 = 1.199704
Specialist	.20/.3331684 = 0.600297

These weights were employed in the calculations of statistics for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" of a given type of dentist). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation and had started in their current (i.e., 1989) practice prior to 1989.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice or work as independent contractors, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentist: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors and partners, who own either incorporated or unincorporated practices. Those who own incorporated practices, whether as sole proprietors or partners, are also referred to as "shareholders."

Independent Contractor: While the definition for independent contractor dentist may vary, we assume that this group includes dentists who contract with other owner dentists for use of space and equipment, and who do not receive a salary from the owner dentist. Their income is derived from fees charged to their own patients.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Median: The median is the statistic representing the observation that falls at the fifty percent mark. One half of the population falls below this figure. (See Quartiles, below.)

Nonowner Dentist (Employed): A nonowner dentist is employed in either an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner does not share in the ownership of the practice in any way. An independent contractor is also a nonowner dentist, but is analyzed separately in this report.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist (a group practice). Nonsolo dentists may be employees or owners in the practice.

Quartiles: Quartiles divide a ranked population into four equal groups, each representing twenty-five percent (one quarter) of the group. The "1st quartile" statistic represents the highest value in the lowest quartile, this value is at the 25% mark of ascending values. The "3rd quartile" represents the highest value in the third quartile, at the 75% mark. The "median" represents the top of the second quartile, at fifty percent.

Regions: States are grouped into regions as follows:

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo dentist: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor of an unincorporated practice or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Sole proprietor: A sole proprietor is the single owner of a dental practice. A dentist who is a sole proprietor may or may not work with other dentists in the same practice. A sole proprietor who works with no other dentists is a solo dentist. Sole proprietors may own incorporated or unincorporated practices and may be called "sole shareholders" when the practice is incorporated. In prior years, the term "sole proprietor" was used to refer only to single owners of incorporated practice. "Sole proprietors" of incorporated practices were previously grouped in with partners of incorporated practices under the heading of "shareholders." In this report, these two incorporated ownership options are analyzed separately.

Shareholder: A shareholder dentist is an owner dentist in an incorporated practice. He may be the sole shareholder or may share ownership with partner shareholders.

Standard deviation (S.D.): The standard deviation is the typical deviation of sample values from the mean. It reflects the accuracy of the sample mean in representing the population. In a normal population, 68.0% of the observations fall within one standard deviation of the mean, 95.5% of the population fall within two standard deviations, and 99.7% fall within three standard deviations.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percent of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions of general practitioners and specialists.

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1990 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1989? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1989.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1989, **please return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1989), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1989?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the practice(s) where you practiced during 1989?	19 ____	19 ____

4. Please describe your employment situation when you **first** became associated with that practice.

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________		

5. Please describe your employment situation **during 1989.**

	Primary Practice	Secondary Practice
a. The practice was:		
1. incorporated	1	1
2. unincorporated	2	2
b. You were:		
1. a sole proprietor (i.e., the only owner)	1	1
2. a partner (i.e., one of two or more owners)	2	2
3. an employee (on a salary, commission, percentage or associate basis)	3	3
4. an independent contractor	4	4
5. other, please specify ____________		

6. Please indicate the following regarding patient care that you **personally** provided in the practice(s) during 1989.

	Primary Practice	Secondary Practice
The average number of:		
a. **total patient visits** per week that **you treated (excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1989.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1989, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Treating Patients Per Week
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1989. ______ minutes

10. What was **your** 1989 net income (after practice expenses and business taxes) from: (Please include salary, commission, bonus and/or dividends.)

	Net Income
a. Your primary practice?	$______
b. Your secondary practice (if applicable)?	$______
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$______

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1989. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the **primary practice** during 1989.

	Number of Dentist Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. General practitioners		
b. Specialists		

13. Please indicate the number of full- and part-time **employee positions** in the **primary practice** during 1989. (If none, enter zero.)

	Number of Employee Positions	
	full-time (32 hours or more per week)	**part-time** (less than 32 hours per week)
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary/receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify ______		

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. a. In 1989, how many auxiliaries did the primary practice **try to hire*** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists		
Chairside assistants		

***If the practice did not try to hire any auxiliaries, please check here (   ) and skip to question 15.**

b. In 1989, how many auxiliaries did the primary practice **actually succeed in hiring** in the following positions? (If none, enter zero.)

	full-time	**part-time**
Dental hygienists		
Chairside assistants		

c. What was the **average** number of weeks between the time the primary practice **first tried to hire** and the time it **succeeded in hiring** an auxiliary in the following positions?

Dental hygienist ______ weeks, on average
Chairside assistant ______ weeks, on average

15. In 1989, what would the practice have paid as a starting salary for a **full-time** new employee with no prior experience in the following positions?

	Starting Salary
a. Dental hygienist	$ ______ /hour
b. Chairside assistant	$ ______ /hour

16. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1989. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

17. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1989. (If no hygienists were employed, skip to question 18.)

total visits per week ______

18. a. In 1989, did your **primary practice** consist of more than one office location?

Yes 1
No (Skip to question 19.) 2

b. If yes, how many total office locations were there? .... ______

19. In the **entire primary practice** during 1989:

a. what was the total number of operatories? .... ______ operatories

b. what was the total square feet of office space? .... ______ square feet

If you were a solo practitioner during 1989, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1989:

The average number of:	Entire Primary Practice
a. **total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21. How many times did a typical patient visit the **primary practice** in 1989? .... ______ number of visits

22. For the **entire primary practice** during 1989, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time: patient of record	Entire Practice Waiting Time: new patient
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______ days
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______ minutes

23. Approximately what percentage of the patients who visited the **primary practice** in 1989

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $15,000?	______%
$15,000 to 34,999?	______%
$35,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your primary practice office?	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1989. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1989 (annual billing)? .... $______

26. In the **entire primary practice,** what were the total **gross receipts actually collected** in 1989? (NOTE: If you do not extend credit, this figure may be the same as the figure in question 25.) .... $______

27. Of the gross receipts collected, what percentage were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, please indicate the **annual professional expenses for the entire primary practice** during 1989. If no expenses were incurred for specific items, please enter zero.

a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages, commissions and bonuses of non-dentist employees	$______
d. Total salaries, wages, commissions and bonuses of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total employee taxes for both dentist and non-dentist employees	$______
f. Total salaries, wages, commissions and bonuses of officers/shareholder dentists (**for incorporated practices only**)	$______
g. Total cost of fringe benefits (including all dentists and staff)	$______
h. Dental supplies	$______
i. Office supplies	$______
j. Commercial dental laboratory charges	$______
k. Advertising expenses	$______
l. Malpractice insurance premiums	$______
m. ALL OTHER EXPENSES	$______
n. **Total professional expenses of operating the entire primary practice during 1989**	$______

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

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